



Peter Koijen: Leading By Following: How Leaders and Influencers Create, Motivate and Inspire Through Rapport, Calibration and Flexibility in the Human System



Peter Koijen is the founder of *in2motivation*, an international company facilitating change and transformations for leaders. Explore how building rapport facilitates effective leadership.

TOP EMBODIMENT TIP: Be the example. First, be in rapport with yourself and your emotions.

Rapport: A Natural State of Being

- Rapport means people are connected and feel they are on the same wavelength.
- Rapport is manifested when people have the same body posture or when they are in the same emotional state.
- A metaphor for leading by following is birds flying in a perfect “V”. If one of the birds in formation veers a little to the left, the whole formation will veer to the left. The front bird is not the only bird directing.

Leadership: When You are Leading a Family, Business, or Team, You First Need to Follow Them

- Leading by following begins with tapping into their emotional state and calibrating.
- Calibration is noticing differences- Seeing the subtle differences that are going on when you are communicating.
- When leading a family with kids, having the flexibility to lead means following every emotion that each child is in.
- The problem with most leaders, is that they start to lead by just going a certain direction, which is usually a certain goal, and often they forget about being in rapport.
- Follow the emotions of the other person and express your own emotions in an inviting way.

How to Build Rapport: Start With Your Mindset, Your Beliefs, and Taking Responsibility

- If you want to build rapport with someone that is angry, don't say “calm down.” You don't need to necessarily agree with someone, but you can tap into their anger. Then you might be able to calm them down.
- A major issue with leaders is that they don't calibrate themselves. They don't establish where they are coming from. They don't establish how they feel, themselves, before they start to express that to others.
- If you want someone you are leading to take more responsibility, check and calibrate whether or not you're acting too much like their father. If you are, they will never take responsibility, because you are in a parent-child dynamic, wherein the child doesn't take responsibility.
- Get rid of the excuse book, or the belief that problems are happening because of things outside of you. This is called being “at effect,” and is something that people do on a daily basis- blame the environment.

Resources

- ❖ **eBook:** [The Spiral of Superpowers](#)
- ❖ **Website:** <https://in2motivation.com>



Peter Koijen





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[Michelle Boulé](#) is a Transformational Life Coach, Healer, and world-renowned and award-winning Dance Artist and Teacher. She is the CEO of a multi 6-figure coaching+healing business, helping compassionate creatives all over the world manifest the lives they desire with more confidence, joy, impact, and alignment towards their truth. Her online group programs, private coaching, speaking, in-person retreats, and teaching draw from over 20 years of practice in somatic therapies, energy medicine, mindset psychology, spirituality, and an award-winning international career in dance. Clients and students praise Michelle for her direct, intelligent, loving, and joyful approach to guiding groups and individuals.

As a gift to all Embodiment Conference participants, please [click here](#) to download Michelle's free **5 Step Guide to Erase Doubt, Claim Your Truth, and Create the Business and Life You Desire**. If you suffer from loops of self-doubt, indecision, exhaustion, or a life that is less than fulfilled, this guide offers powerful insights and practical Action Steps you can use right away to create the life you truly desire.



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