

## Introduction for Eleanor Sullivan

Influence is like money. We seldom have too much. Few of us, however, understand the power and influence that we already possess, nor do we know how to use these inherent abilities.

Today...we'll learn how to discover and develop our hidden talent to be influential. Our speaker, Eleanor Sullivan, RN, PhD, has uncloaked this elusive and often misunderstood quality. She has solved the mystery of influence. And...she says...influential skills can be learned.

Eleanor overcame tragedy and nearly-impossible odds to become, first an RN, then earn her doctorate, on her way to presidency of the world's largest nursing organization and dean of nursing at the University of Kansas.

Inspired by the nurses who cared for her dying husband, she began college to study nursing. With five young children and few financial resources, she was told that at 32 she was too old to start a nursing career. Dr. Sullivan doesn't believe everything she hears.

Eleanor has authored numerous award-winning books in nursing, and now...a series of mystery novels. She has testified before the U. S. Senate, served on a National Institutes of Health council, presented papers to international audiences, been quoted in *Chicago Tribune*, *St. Louis Post-Dispatch*, and *Rolling Stone*, and named "Who's Who in Health Care" by *Kansas City Business Journal*.

Today—for us—she will reveal the secret of influence, a potent force for change. Please help me welcome author, speaker, leader: Eleanor Sullivan