

IMPRESSION: a characteristic, trait, or feature resulting from some influence, a telling image impressed on the senses or the mind



The Importance of Gratitude

UXL, November 2014



I recently attended a presentation by author and professional speaker, [David Horsager](#). Although Horsager's talk mostly revolved around trust (and his wonderful book, [The Trust Edge](#)), he touched on something else that I couldn't get out of my head: the importance of gratitude.

According to Horsager, the **number one magnetic trait**, the number one characteristic that attracts people to you, is gratitude.

But why?

As I researched the topic, I discovered there are many

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reasons others are attracted to grateful individuals. For one, **a grateful person is a happy person**. They are less likely to envy others' possessions, money, or career. They are grateful for what they have and try to make the best of their situation. Others are naturally drawn to people who are optimistic and happy, making a grateful person a potentially popular person.

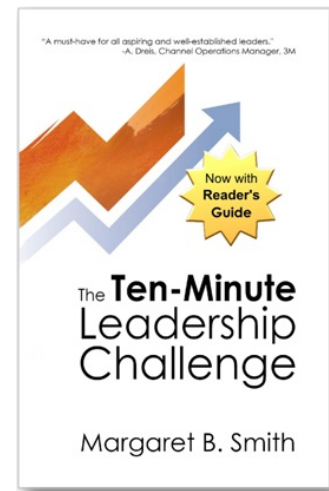
Additionally, grateful people are seen as **honest and sincere**. When you take the time to say "thank you" (and really mean it!), others will notice. When someone has a party or hosts an office meeting, make an effort to go up to them at the end of the event and thank them for putting everything together. This simple gesture shows your appreciation and the person who received your compliment will begin to see you as someone who is sincere and appreciative.

Gratitude can have profound effects on a person's psyche. [Several studies](#) found that people who keep gratitude journals (writing for 5 minutes each day about things they are grateful for) **increased participants' optimism and general satisfaction with life** by about 15%, compared to the control group. Additionally, gratitude can actually make you friendlier. According to [Happier Human](#), "multiple studies have shown that **gratitude induces pro-social behavior**. Gratitude helps us perceive kindness, which we have a natural tendency to want to reciprocate AND gratitude makes us happier and more energetic, both of which are linked to pro-social behavior."

I could go on and on about other studies I found linking gratitude to longevity, overall health, better sleep, improved marriages, and greater mental relaxation, but suffice it to say that being grateful is one of the easiest steps you can take to becoming a magnetic and positive personality.

How to get started living a more grateful life? Here are some tips:

- Keep a gratitude journal. Spend five minutes every day writing in it OR think of three things every day that you are grateful for and write them in the



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journal.

- When you see something you want, instead of being envious, focus on the things you have. See a shiny new sports car? Be thankful for the functioning car in your garage. See someone who is slimmer/taller/richer than you? Be thankful for your multitude of good traits.
- Say thank you. A simple, heart-felt thank you can go a long way.
- Look around you and see the good in things. When you wake up in the morning, be thankful for your warm bed, the people in your life, your pets, your breakfast...anything that makes you feel happy and cared for.
- Avoid gossip and naysayers. When co-workers are busy gossiping about others in the office, do not stoop to their level. Either try to find something positive to say, change the subject, or simply excuse yourself and walk away. Try to make friends with other positive people and collectively set an example for the rest of the office.

What are some ways you practice gratitude in your life?
[I'd love to hear from you!](#)

With gratitude,



Margaret Smith

Founder, [UXL: Creating Successful Leaders](#)
 Author of [The Ten-Minute Leadership Challenge](#)

The Dreaded Interview Question

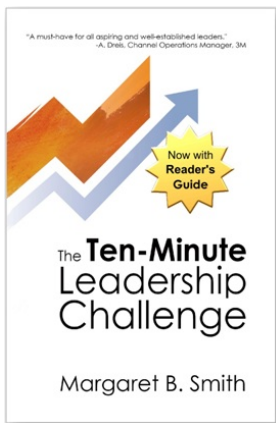


We've all heard it. It's that classic question that makes us cringe and recite some canned answer that the interviewer has probably heard dozens of times. "What are your greatest weaknesses?" So, how DO you answer this question?

4 Lessons From The Garden



As the weather takes a turn, it's a good idea to reflect on the marvels of summer and what they can teach us. Here are 4 lessons I learned from my



[garden](#) that can be applied to the workplace.



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