

Are you familiar with the 5 P's of Courage?

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It's time for positive
CHANGE



The 5 P's of Courage

July, 2017



In last month's newsletter, I [told a story](#) about how professional courage made a huge impact for one of my former companies in terms of both financial growth

and the creation of new innovations. **Without courage, we stagnate. We do not stretch ourselves or explore the possibilities available to ourselves or our company.**

Sometimes, it takes courage to simply stand up and voice our thoughts or opinions. As Brené Brown, author of *Daring Greatly*, says:

“Courage starts with showing up and letting ourselves be seen.”

Opportunities to be courageous abound in the workplace. Tap in to your courageous side in order to:

- Engage in tough conversations
- Vocalize new (and perhaps controversial) ideas
- Stand up for others
- Support others' ideas
- Confront interpersonal issues
- Have integrity

Courage *does* make a difference. It is a change agent, a catalyst for action. But *how* can you build up and utilize your courage? **Keep in mind my Five P's:**

1. **Prepare**
2. **Pep Talk**
3. **Power Pose**
4. **Project Energy**
5. **Plan B**

What do each of these areas mean? Read on...

1. PREPARE

Whether you're about to confront a co-worker or you're going to present a new idea at a meeting, it is *essential* to be prepared. Before stepping into a potentially tough situation, do your research. Know your stuff.

Being prepared helps you demonstrate competence, be more

2. PEP TALK

Before throwing yourself into the lion's den, build up your courage with a little self-motivation. Your confidence (or lack of) will come across. How do you build your confidence?

- Try using [positive affirmations](#)
- Repeat a confidence-building phrase (in your head or out loud) and *truly* believe it.

self-assured, and build up your credibility.

- Listen to your favorite motivational, fire-'em-up song.
- Visualize. (A technique well-known to athletes).

3. POWER POSE

Your body language often speaks louder than your words. Try [Amy Cuddy's two-minute power stance](#) technique in order to look *and* feel confident. Even if you're not feeling brave, Cuddy says, "Fake it until you *become* it."

4. PROJECT ENERGY

Let your passion shine through. When you're animated, engaged, and smiling, others will be more receptive to your ideas. Besides, rumor has it that when you smile, you look five pounds thinner and ten years younger, which can never be a bad thing!

5. PLAN B

Even with adequate preparation and self-confidence, things may still go awry. A co-worker might get angry or your presentation might hit an unforeseen snag. When things don't go as planned, fall back on your Plan B.

You might come up with an alternative plan if everyone is not on board with your proposal. Or, you might think of ways to calm a co-worker if a difficult conversation goes off the rails. Your back-up plan does not show weakness; it shows that you are prepared and willing to work with others to reach an acceptable compromise.

How do YOU build up your courage? I'd love to hear your ideas! Send me your thoughts at margaret@youexcelnow.com

Sincerely,



From the UXL Blog...



Are YOU in Control of Your Reputation?

Your reputation may seem like something that's out of your hands, BUT you have more control than you think...

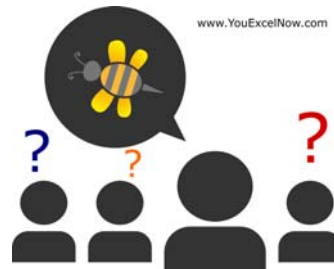
Read on!



The Balanced Team: Who are you lacking?

The best teams are comprised of people with a variety of personalities and talents. Who is your team lacking?

Read On!



Stop Using Buzzwords!

You might think that using jargon makes you sound more intelligent, BUT it could be putting up unintended barriers...

Read On!

Our next [Insights Deeper Discovery](#) workshop will be held on Thursday, October 19th. More details about this transformative program on [our Eventbrite page](#).

"I left feeling affirmed and challenged to take those next couple steps on the way to the Real Me." -Mary, workshop participant

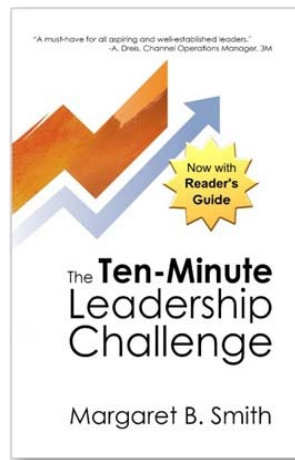


UXL's mission is to create leaders, promote positive change, and enable businesses and individuals to transform their dreams into reality. **Margaret Smith** is a career coach, speaker, author, licensed [Insights Discovery practitioner](#), and adjunct professor at St. Kate's University with 27 yrs experience as a Senior Leader for 3M. [Learn more about Margaret and UXL.](#)

The Ten-Minute Leadership Challenge is an instructive and interactive book meant to guide and motivate you to **achieve your full leadership potential**. Let this book be your constant companion as you learn **useful tips and**

gain valuable insights to help you develop into a savvy business professional and a confident leader. Start your journey to success today. **Do you have ten minutes?**

[Click for more information on the Ten-Minute Leadership Challenge](#)



Are you a first-time supervisor or emerging leader? Build a Boss is the flagship program of the TAG Team, designed to enable and empower new leaders.

[Visit the TAG website for more details.](#)



Margaret is a licensed Insights Deeper Discovery practitioner. She guides individuals undergoing a transition through her program, [Intentional Discovery](#), co-founded with [Dr. Jean Davidson](#) (Davidson Consulting and Coaching).

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