

Recognize your Accomplishments and Value

In the presentation we discussed that we, are not born self-promoters. We can be uncomfortable celebrating our little and BIG wins and can be walking billboards for other people before we are for ourselves.

Make a short list of accomplishments considering why you feel uneasy about speaking openly about them. Each one is pure fiction, but only you can recognize why. Rationalize why each one is untrue and kick it to the curb for good. Also, just in case you're thinking, "*Well I don't have any accomplishments worth speaking of,*" that's not good enough. That reason is because you know deep down you can do better and have value to deliver. Start with the low-hanging fruit. What were your *results*? What did you *deliver*? You can also start with the projects you are working on right now. What is the end-game? What are the results you are aiming for in 6, 9, 12 months? Working backwards, what will you have accomplished this year? Logically, you have some accomplishments under your belt given that belief. Beliefs are no more than thoughts you have conditioned yourself to believe over and over again. After completing this worksheet, in the next few days pick one and commit to speaking about it openly in your own natural and authentic way. When you speak openly about the things you are passionate about, that is energy people can feel, whether or not they agree with you or understand all of the underlying details of your role. This is what keeps you memorable.

Please fill this out to completion. Ask friends, family, prior colleagues, current colleagues, peers what they see as your accomplishments and what they have appreciated about working with you and also what they've seen as recurring themes and strengths that you've naturally demonstrated.

Name 3 to 5 Accomplishments in your Career you are most Proud of:

- 1.
- 2.
- 3.
- 4.
- 5.

Often, we don't speak openly about our value because fear holds us back. Fear of looking foolish. Fear of being rejected. Fear of being passed up for opportunities. However, an important aspect to remember about fear is that, as humans, we've evolved to the stage where almost all of our fears are now self-created. We frighten ourselves by fantasizing negative outcomes to any activity we might pursue. Luckily, because we are the ones doing the fantasizing, we are also the ones who can stop the fear by facing the actual facts, rather than giving in to our imaginations. To help you better understand how we actually bring unfounded fear into our lives, make a list of the things you are afraid to do. This is not a list of things you are afraid of, such as being afraid of spiders, but things you're afraid to *do*, such as being afraid to pick up a spider.

For example, I am afraid to:

- Ask my boss for a raise.
- Lead a meeting.
- Speak up in front of a group.
- Ask for flex-time.
- Ask my peers for their advice.

Name any fears which have come up periodically, holding you back from recognizing or talking about your accomplishments openly. What's holding you back from speaking openly about your results and the value you have delivered?

State each fear that comes up using the following format.

I want to _____, and I
scare myself by imagining _____.

I want to _____, and I
scare myself by imagining _____.

I want to _____, and I
scare myself by imagining _____.

I want to _____, and I
scare myself by imagining _____.

The key words are ***I scare myself by imagining***. All fear is self-created by imagining some negative outcome in the future. Can you see that you are the one creating the fear? In this exercise, we're going to replace our stated fears using the same format. The key words are *I scare myself by imagining*.