

Accepting Compliments

Compliments are gifts – accepting the abundance coming your way, embodies your purpose in your business or career. It's a simple formula. It's the universe's way of reminding you that you were put here with a purpose. Once you say "yes" to that purpose, (via accepting compliments, owning your strengths, recognizing your worth) you put out a feeling. It's an energetic frequency to those contracted to work with you: clients, partners, employees.

Self-promotion is a non-negotiable whether you are running a practice, are a small business owner or working inside an organization. It showcases in subtle ways with those who work with you what your value is. I say this because eventually, if not now, you will need to speak to larger groups and audiences, lead meetings and presentations, and have team meetings. When speaking up to a group there will always be an element of self-doubt. Many successful performers, speakers and trainers acknowledge that they have never quite eliminated anxiety before they walk on stage. You are very normal!

Research proves that successful leaders build confidence over time by recognizing the value of their work which in turn enables them to take on new more challenging projects and roles. This is what gives you credibility to be up there. When you look at it that way, you have quite a lot to share with any audience.

They confidently seek out and accept new opportunities for advancement because they have the confidence built up from a lifetime of much smaller achievements.

Now beginning on a smaller scale, let's take a look at compliments you are due regardless of whether you have a lifetime of achievements. When is the last time you authentically accepted a compliment on your work without discomfort? If you change how you react to compliments you will recognize how to own your power when speaking in any setting – meeting, presentation, stage etc.

The key is to care less about what people think and more about what you have to say and why you are the most qualified to talk about it.

Often times we can be judgmental and hard on ourselves. Therefore we expect everyone around us to be as well. Begin recognizing compliments for what they really mean (*why you earned them*) and you can “unstick” anyone’s reaction to listening to you, just by being rooted in what you know. This will guarantee that you can speak to *any* size audience with ease.

When you receive an “excellent job!” from someone, remember:

- You weren’t just lucky.
- It wasn’t just one of your “good days”.
- It wasn’t just because of the team. It was because of *you*.

This isn’t just a nice-to-have. Here’s why can no longer sweep compliments under the rug as if they don’t matter. They are a gift. By not accepting them when offered, you are pushing away opportunities in front of you. You are saying: “I’m not worthy of this gift. Therefore, the universe will respond and say, well then you will not receive what you expect”.

Owning Compliments

- Name 3 compliments you have received based on your work and why you deserved them. What did you do that made your work stand out?

1.

2.

3.

- Practice this mentally whenever you receive a compliment, high-five or “great job” from someone. Step back and own your WHY for a just few seconds and it will become habitual.

If you believe a compliment to be true, (beliefs are thoughts that you say over and over again until they are true in your mind), say to yourself:

“I deserved that compliment because...<fill in the blank>”

- Create a folder in your e-mail Inbox and name it “Words of encouragement”. Whenever you receive a compliment, e-mail yourself that compliment, who it came from and file it away to this folder with a reason of why you earned it. Start collecting compliments of your work to review just before speaking to an audience.

- Reach out to former clients/colleagues/managers/patients and ask for recommendations on your LinkedIn Profile and testimonials on your website showcasing the results you deliver.

- **GIVE AWAY A COMPLIMENT, APPRECIATE A COLLEAGUE OR SOMEONE ON YOUR TEAM FOR THEIR PERFORMANCE.**

