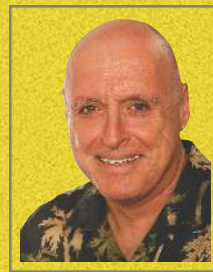


# THE EXTRA POINT

BY JERRY ROBERTS



## # 767 8 Ways to be More Charismatic

Have you ever been drawn to someone in the workplace because they had “it”? You likely couldn’t have put your finger on exactly what “it” was...you just knew they had “it.” I’m Jerry Roberts and let’s unravel the whole thing about “it”, and if you don’t have “it”, ways that maybe you can get “it”. That’s next, on The Extra Point.

An old connection from the Directions magazine days put out a post on a fun topic the other day, writing about how people might be “it,” if they already aren’t “it.” So, what IS “it”? Charisma. Author Joel Garfinkle wrote about charisma, that certain quality that draws us to certain people.

Garfinkle says some people come into the world with a certain vibe, energy or way about them that simply attracts others. Whatever “it” is, they’ve got it. Most of us are not born or grow into being charismatic. The question becomes, can we develop charisma if we don’t naturally possess that quality?

In his post about having confidence and commanding respect, Garfinkle takes the opinion that we can, and he lists four ways to do so. I’ll follow his lead with four more, and let’s see what we end up with.

1. Be composed. No matter what is going on around you, keep your head. Staying calm shows power. Stand tall, talk normally, listen carefully, and ask good questions. Poise is definitely charismatic.

2. Be decisive. People need leaders who are willing to step up and make a decision. We also love being around those who can explain why they do the things they do.

The *what* they do shows they are willing to make the call. The *Why* they do it tells us the wisdom involved. The final part is collaboration. We like people who want to work with us and respect our opinions. The combination of the

three becomes charismatic.

3. Be credible. Don’t let your ego run your mouth, putting you in positions you can’t deliver results from. Reputation is a big part of charisma. If you’re accurate, reliable, transparent, and only make promises you know you can keep, people are going to tell others about you. When someone says that your reputation precedes you, that’s a big part of charisma.

4. Be concise. Say a lot in the fewest words possible. You can also enjoy small talk when appropriate, but when it’s time to get to the point, get to the point. People admire those who can do this, because it’s not the usual.

Okay, the next four are my add-ons.

5. Be courageous. Be a calculated risk taker, with *calculated* the key word. Evaluate the risk-to-reward ratio and make the decision. The majority of people are “risk adverse,” meaning they avoid risk whenever possible. That’s what makes the risk taker unique and charismatic.

6. Be generous. Don’t hog the credit. When things go well, step aside and let others enjoy the glory and warm glow of success. However, when things don’t go well, shield them from the scorn of others. If you’re the team leader, you take the heat. If you show generosity in this way, people will follow you forever. That’s charisma.

7. Be accountable. Stand behind your work. Admit mistakes. Be the example of accountability. With so much uncertainty and when so many run from adversity and can’t be relied upon, you be the rock everybody can count on. That’s charisma.

8. Be there. In a world of distraction, you focus on people and make them feel important. (Con’t.)

When you talk with someone, you make solid eye contact. That laser focus says you think enough of me to look at me and lock on. You talk with me, not at me.

The absolute best and most charismatic are those who may be speaking with you in a crowded room, but they make you feel that you're the only person in that room.

One more thing, and you can take this to the bank. Even if you haven't mastered the first seven qualities mentioned, if you own "be there" and can make people feel that way, you are already charismatic.

That's The Extra Point. Be responsible and make something good happen today. For 93.3 and the Ray Gibson Show, I'm Jerry Roberts.

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