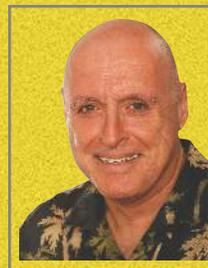


THE EXTRA POINT

BY JERRY ROBERTS



1086 How Do You Make People Feel?

Whether you know it or not, and whether you want to or not, and whether you like it or not, you make people feel *something* every time you are in their presence. I'm Jerry Roberts and let's chew that over, next, on The Extra Point.

"You are always making people feel something, are you aware of what that is?" Speaker Ed Mylett asked that question at the most recent Live2Lead conference, which drew many people in Guam's private and public sectors.

As leaders, we hope to influence people in a positive way. We want to have them buy into our vision and our program for success. They hitch their wagon to our dream because they believe there's something good in it for them.

To accomplish this buy-in, we have to be aware of how people see us, and how we make them feel. I'll tell you that I've known people who had a great understanding of this principle, and they had an accurate view of how others saw them and judged them.

I've also known many people who didn't have a clue. For the most part, I usually feel like I'm in the middle. Sometimes I feel confident I'm on track with this concept, and others times I'm not sure.

In the next couple of minutes, I want to give you ways to make progress with this, and to better establish your ability to influence and persuade people to your point of view.

According to Mylett, the first step is to get clear on how you see yourself, and what you want others to see. You can't be wishy-washy on this. How do you want people to feel? You have to decide, you have to be intentional.

The first thing is to be mindful of your physical being, and if that is distracting, or worse, in some way intimidating.

Does your face send a message you don't intend to send? Maybe this is a scowl, frown, stare or some other expression that makes a person uncomfortable.

Mylett admitted this is a problem he's had in his career. He said: "my size, deep voice, and stern look caused most people to pull back from engaging with me." How about you. Is there something to do with your physicality that has people moving away from you, rather than moving in your direction?

For Mylett, he found that he softened his look and appeal by smiling more. Do you smile often, or is there a mask of intimidation on your face most of the time?

Even if it is your true intention to help others, could your face be telling another story?

How about your energy level? Mylett believes that influence is felt through our energy. He says we have to be aware of EIEO. No, that's not eee-i-eee-i-oh. It's EIEO, (Energy In, Energy Out). The energy you bring to the task is the energy you'll usually get back.

If you're giving off low energy and people feel that, you'll have a low chance to influence them.

One more key factor is to decide what you want to be known for, and be an evangelist for that cause.

The people you're trying to influence should be able to tell someone else exactly what you are about, what you believe in, and what you want to accomplish. If they can, then you have delivered your message effectively. If they can't, you've got work to do.

If we could talk to people who spend a lot of time with you, would they be able to say who and what you are, and describe your mission? (Con't.)

Do you want to be an influential leader? Pay close attention to what you make people feel. Is anything distracting or intimidating them? Is your energy level working for you, not against you? Are they clear on your beliefs, and what you want to do?

The degree you will influence others is tied up in how you answer those questions.

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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