

MASTERY TIPS

Be bold in the world...

- **Confidence** comes from practice. Once you put something out there, don't speak! – Let your silence hold the space.

Relate well with others...

- **Effective dialogue** is not about getting your way but about arriving at an "expanded pool of meaning." The decisions arrived at may not be your first, second or even third choice, but because they are based on shared data and perspective, they will be better-made and better informed decisions.

Trust your instincts...

- **Incongruent behavior**: when someone is assuring you he'll deliver while shaking his head (saying no non-verbally) – believe the body language.

Choose to make a shift...

- **Our minds work in pictures**. Be aware of the images that dominate your thoughts. If you consistently paint a picture of doom and despair, guess what kind of ideas your mind will produce. Begin painting the life you want to live in your mind. Feed and fill your mind with a diet of positive and sensory rich images detailing what you want to achieve (really see, feel and touch). Paint a vivid picture of the life you want to live and your mind will respond by generating a burst of ideas.

