



The Power of Being Genuine

When building relationships, the second most important element is being genuine. People can tell immediately if you are not your authentic, genuine self. Oftentimes, when you attempt to be something you are not, you can come off as arrogant, distant, or removed. When others sense this, they rarely take the time to move past the facade to really get to know you.

You may worry that your nerves will show through, or you will say the wrong thing, or stutter, believe me, we all do that and we all experience moments where we are not on our game. Rather than stressing about that, focus on being yourself. People will gravitate towards you and want to build relationships with you because you allow your real self to shine through.

Remember, it is easy to look at a person and assume they have their act together because their outward image is well groomed. People who present a perfect image can seem cold, and unapproachable. We also don't know what that person's life is really like, their perfect facade may be a cover for a failing marriage or feelings of depression.

When preparing to network, focus on being you. Present the best version of you, and let the rest just happen. Don't worry if your hair is not perfect or your outfit is not the latest fashion. People will be drawn to authenticity and they will feel much more comfortable approaching you.

If you struggle with anxiety or depression work with a coach to develop a handful of skills to help you manage your anxiety or depression. It is important to learn to manage them and not allow them to manage you. Combining therapy, working with a mental health professional, and a professional coach will empower you with the skills needed to always manage your life.