



# 606

# HAIL

## **Honesty**

Check anything you've written, asking yourself...

- Is it clear? Could you have used simpler language? Is there any jargon? Could there be any semantic issues with the way you've expressed yourself?
- Is it straight? Have you been as honest as you can be (in the context of being also loving, ie wishing them well)? Are both sets of intentions clear?

You can carry out this audit on your speaking too, though that is far more difficult unless you can record yourself and listen back later - auditing doesn't make for powerful speaking or conscious listening in real time. Recoding what you say is easy on phone calls, harder when other people are present!

## **Authenticity: your values**

In chapter 4 you defined your values. Pull them out now and review them. They will guide you in how to be authentically **you** in any situation.



## Your PPI

If you don't already have a PPI, this is a great resource to create and you can do it here. It won't take long. As I said in the training, these are the elements.

**Who** - your name and role (could be personal or work)

**What** - do you do, in 20 words

**Why** - your passion, vision, goals, what drives you

**Which** - results have you caused?

As we have seen, it really helps to be clear on your goals and your values. Your goals tell you where you want to go; your values tell you how to behave on the way. It will help very much in defining your PPI if you define first your values.

Get the whole thing down and edit it until it's a clean 30 seconds long without gabbling: less is more here! Check it with your nearest and dearest and then practice, practice, practice, until you know it off by heart and it flows naturally. Keep it fresh: review it monthly and revisit it to make sure it doesn't fade away. You never know when this is going to be crucial for you!



## **Authenticity: define your presentation**

How do you feel most comfortable? What clothes/style will work well with your message and the contexts in which you're trying to communicate? What listenings do you speak into, and how would your preferred clothes/style land?

## **Integrity: clean communication**

Practice it for a month. Be conscious of your language.

- Aim for clean, open questions.
- Make clean requests where you are okay with all three outcomes.
- Create well-specified agreements and note them down somewhere; review them each week.

## **Love: wishing well**

Try this as you go about for a day. Actively wish people well in your head as you encounter them... choose words that suit you (bless you / I wish you well etc) and think this towards EVERYONE you meet, whatever the interactions – from driving past them to having a long conversation.