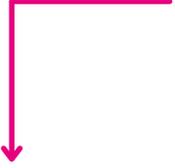


BOLD MOVES
Coaching



**BE BOLD TO INCREASE
YOUR IMPACT!**





BE BOLD TO INCREASE YOUR IMPACT!

12 WAYS BEING BOLD HELPS YOU RAISE YOUR PROFILE IN BUSINESS

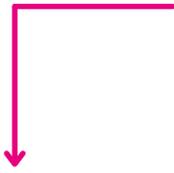
You work so hard to achieve your goals. You're ambitious, tenacious and determined to succeed. But something is missing.

Why do you sometimes feel like you're invisible? You're tired of being overlooked and missing out on opportunities. You know you are good at what you do, you're confident in your expertise and you get great results - so why is no one noticing?

It's time to be bold and increase your impact!

Here are 12 ways you can start stepping up your communication and showing up as confident so that you can stand out and be more memorable.





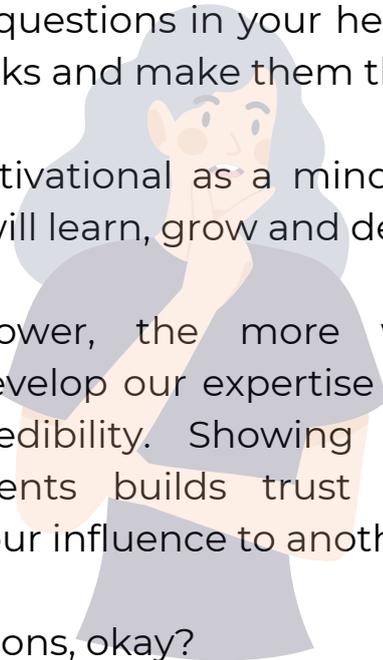
1. BE CURIOUS

Ask the insightful questions in your head that will stop people in their tracks and make them think.

Curiosity is so motivational as a mindset. Flip fear to curiosity and you will learn, grow and develop.

Knowledge is power, the more we know and understand, we develop our expertise and in turn this increases our credibility. Showing an interest in colleagues or clients builds trust and takes our relationships and our influence to another level.

So ask more questions, okay?



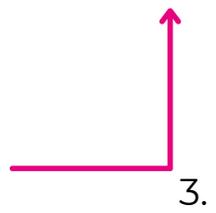
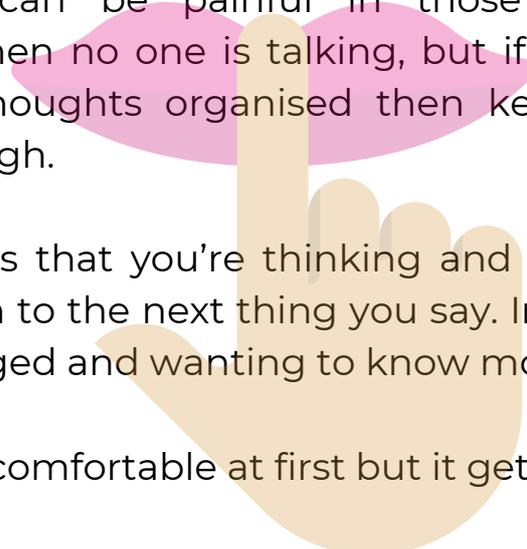
2. SILENCE IS BOLDER

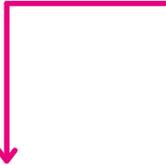
Sometimes its ok to say nothing.

I know, it can be painful in those tumbleweed moments when no one is talking, but if you don't yet have your thoughts organised then keep quiet and think it through.

Silence shows that you're thinking and giving serious consideration to the next thing you say. In turn it keeps people engaged and wanting to know more.

It will feel uncomfortable at first but it gets easier - try it!





3. SPEAK YOUR MIND

We create impact when we have the courage of our conviction, so be direct and say exactly what you're thinking.

Now I'll be honest and say that sometimes this has got me into trouble by saying the wrong thing at the wrong time! But more often than not it's worked out for the best.

Being direct and getting to the point instead of going around the houses saves time in the long run.

If you're anything like me people can tell straight away if you're not being honest, it's written all over your face! Better to be truthful and gain trust.

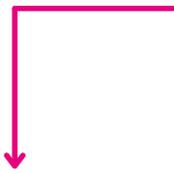
4. GIVE HELPFUL FEEDBACK

If something isn't working, if a colleague has said something that's rubbed you up the wrong way, be bold and say so there and then. They may be blissfully unaware of what they have done or said wrong and if no one tells them, they will continue to make those mistakes.

This is one skill that many leaders lack and it's why they lose employees. Leaders who give regular feedback, good and bad, are well respected.

Think about a piece of feedback you've had that has helped you develop who you are today - are you glad someone shared it with you?





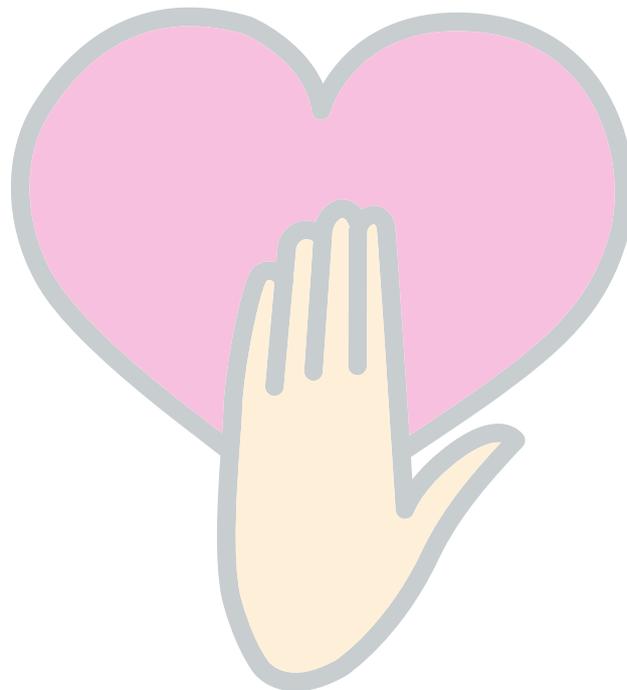
5. BE HONEST WITH YOUR OPINION

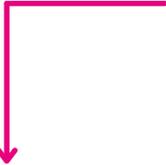
Don't just go along and agree with everyone else if you have a different point of view. Just because your opinion is different to theirs doesn't make you wrong and them right, or vice versa.

Healthy debate is beneficial in business, it brings differing perspectives and inspires creativity.

Have you ever been in a meeting where a decision has been made that you didn't agree with but you have gone along with it?

Frustrating isn't it?





6. SPEAK SLOW AND LOW

Showing my age here, but remember Margaret Thatcher? Her voice was unmistakable, she had authority.

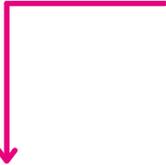
She didn't always speak like that, she had coaching to speak slower and with a lower tone to be more credible in a room full of male politicians that she needed to influence. It takes practice and also courage to speak slower, especially when under time pressure.

Those online meetings that run over and our time is halved so what do we do? Speak twice as fast to get through everything!

The fact is we may as well not bother because no one will be able to follow and they will switch off.

Less is more - pick out the key facts and be clear and concise.





7. EMPHASISE IMPORTANT WORDS TO INCREASE IMPACT

"Fab-u-lous!" If you're a Strictly Come Dancing fan like me, you'll know what I'm talking about. When Craig says that word, everyone takes notice.

Think about how you can put emphasis on key words that you want people to remember. You can use tone, pace and also gestures to emphasise a point.

When you've mastered slowing down (as in point 6) it gives you time to think, about not only what you're saying, but also how.

8. ENGAGE WITH ENERGY

Online meetings, networking events and presentations can all be draining on our energy.

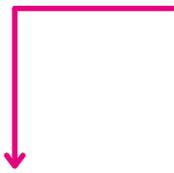
When we are nervous our energy is low and this comes across in how we communicate and diminishes our impact.

Don't sink to everyone else's level, increase your energy, your voice will be more engaging. I promise you everyone in that online meeting will thank you for it.

You will wake them all up, they'll listen to what you have to say and be much more memorable.

Posture affects our energy, ever tried standing??





9. REPETITION

"Education, education, education!" Back to politics again, but I can't think of a better example. I remember these words from Tony Blair's campaign for leadership in 1997.

At just 43 he was the 2nd youngest ever UK prime minister, and these 3 words were a huge part of what helped him to influence voters.

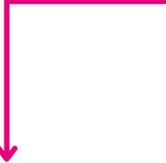
It was the first time I ever voted and his words were ringing in my ear as I entered the cross on my ballot paper.

If you want people to remember a key point don't be afraid to repeat it.

If you want people to remember a key point don't be afraid to repeat it! (see what I did there?)

*Repetition is the mother of learning,
the father of action,
which makes it the architect of accomplishment
- Zig Ziglar*





10. VARY YOUR VOLUME

Our voice is an excellent tool for engaging and influencing.

There is so much opportunity for flexibility with volume, remember to turn the dial up and down now and again to keep the attention of your audience.

If there is one thing guaranteed to put your audience to sleep it's speaking for long periods of time at the same pitch and tone.

Think of the rollercoaster, it's the highs and lows that create the excitement right?

11. SHARE YOUR STORY

I've helped lots of people to prepare talks for networking events and they always say the same thing; "I don't know why anyone would be inspired by my story", but they are!

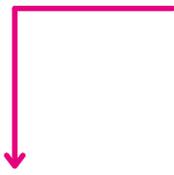
The fact is it's YOUR story and no one else has heard it before.

You've learned from your experiences so why not share them to help others too?

Remember to share the emotion of the story, how did you feel going through that difficult time?

Making an emotional connection is what makes a story inspiring.





12. BE AUTHENTIC

Ever attended an end of year briefing where the CEO tells you what a fantastic year you've all had, whilst looking miserable as sin? Did you believe them??

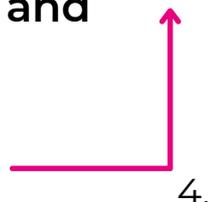
Be real. If you have exciting news to share - be excited!

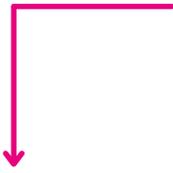
To be credible we need to make sure our body language matches the words that we are saying. It's not what you say, it's how you say it.

Remember people may forget what you did, they may not remember what you said, but they'll never forget how you made them feel.



When we are **BOLD** we engage people emotionally. We inspire and influence through speaking with confidence, courage and conviction.





*Start taking action now
to increase your impact
and show up as the leader that you are!*

**Ready to step into your power?
Sign up NOW for the 'Bold Leading Ladies' programme!**

[Click Here](#)



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