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Monday



The Credibility You Already Have



Chapter Two

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The Credibility You Already Have

Many years ago I read a book that was put out by the London Times.

The book said to think of the millions of people in the world. Visualize them. The vast majority are stuck in the everyday rat race. They want to get out, but they don't know how.

STEPPING OVER THE INVISIBLE LINE

There's a huge cluster of those people in the rat race. Visualize them as dots on a page. Notice however that there is some white space on one side of the page with just a few dots on it. It's as if there's an invisible line on the page and very few have found the secret of how to cross over it.

That white side of the page represents freedom. It represents the realm in which you can develop your full potential. The realm in which anything is possible.

FREEDOM CAN BE YOURS

I loved that idea. I read it again and again. One short life to live perhaps. How could I, the person in the rat race, cross that line to freedom and self-actualization?

The answer they said was to acknowledge your strengths. Acknowledge your uniquenesses. Only then can you cross the invisible line.

UNCOVER YOUR BURIED TREASURES

What are your strengths and uniquenesses? Perhaps you've already acknowledged many. But I know there are more. I work with groups often on this. They're always amazed at the treasures they've not seen which are buried inside themselves.

Therefore I'm going to ask you to do an exercise before you get further into the book. It's essential that you discover those treasures buried in yourself. Then, and only then, can you build your credibility.

EXERCISE: CREDIBILITY SELF DISCOVERY

The purpose of this exercise is two fold.

First, it will help you acknowledge your skills and your uniquenesses. You are like *no other* person on earth. You bring an important message to the world. You bring an important slant on the issues that no one else can see.

Second, you'll be able to use the credibility points you identify, in creating change for yourself and other.



Don't be tempted to skip this part! Don't even delay it. If you do, you'll be shortchanging yourself. The few minutes you invest in this will dramatically impact your future.

Take a pen and write as quickly as you can. Use your book or write on a plain piece of paper.

Types of Organizations

List every type of company you've ever worked for, paid or unpaid. Full-time or part-time. Go back to your earliest job. Perhaps it was a bookstore, the phone company, a clothes shop, homemaker, your own business. List everything. Write one idea under the other in columns. Ready go.

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Good. Now let's look at functions.

Types of Functions

Now list the types of functions in those jobs. Don't worry if you repeat yourself. Just write as fast as you can. Were you in sales, or finance, a baby sitter, a reporter, an administrator? List it down.

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Areas of Exposure

Now list all the areas of exposure you had to other types of jobs and careers. Was your mother or father a cashier? A bus driver? Or a professor? Write that down. List the professions of your cousin, your aunt, your uncle, your sisters and brothers, your neighbors. List any profession you've heard about over the dinner table and across the fence. Write fast.

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Recognition

Good. Now list any awards or recognition you've had. Go back to early childhood, right through to the current day. Awards or certificates. Think about music, sports, school, college, postgraduate, business, organizations, community, competitions. List it.

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Participation

Good. Now list everything you participated in. Raising children, sports, hobbies, activities you enjoy, service organizations, gardening, keeping fit, traveling, writing, whatever comes to your mind that you do or have done. Write quickly. Let it flow.

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Competence

Good. Now list anything you do well. Competencies at work and at home. Can you wallpaper a room, motivate people, motivate yourself, change a tire, run a computer? List everything at home, at work and in the community. Don't let your pen stop. Let it flow.

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Preferences

Good. Now list everything you've ever enjoyed studying, either now or in the past. Include normal school, summer school, evening school, professional courses, seminars, books, tapes, lectures, on-line training. List those subjects.

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Enjoyment

Great. Now what else do you simply like to do? Volunteer at school, walk in the woods, be with your family or friends, gardening, Website design. List it.

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Good. Now list anything you do well, which you haven't yet listed. Perhaps it's teaching people, creative skills, artistic skills. Put it down.

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Good work! Are you amazed at your history? Look at the wealth of experiences and competencies you have to draw upon.

Look through your list now. Put a circle around three of the points you've written in any box. Circle your three favorite things that jump off the page at you. Circle things that make your heart sing. You can circle more than three if you like, but do at least three.

ACKNOWLEDGING YOUR SKILLS

OK, now go back and write a skill down next to each circle. A skill you gained from that experience. Perhaps you raised a child and learned how to do 10 things at once. That's an organizational skill. Perhaps you won the most promising young musician award and learned to practice every night. That's discipline. Ready. Do that now. Do it for each of your three circles, or more if you circled more.

ACKNOWLEDGING YOUR QUALITIES

Good. Now go back to your circled points one last time. This time think of the quality you possess which propelled you to do whatever you circled. Write that quality next to the circle. Qualities like courage, conviction, determination, integrity, tenacity, passion. Write a quality now next to each circle. Take your time and don't be modest.

This is very important. Do you have at least three qualities written down? Good. Now reflect on your skills and qualities. These give credibility.

You will use it to move up the career ladder. Throughout the book, I will be giving you examples of



how to do this. You can use your credibility to accomplish so much in life and society.

DRAW ON YOUR CREDIBILITY FOR CHANGE

When you see things in society from now on that shouldn't be tolerated, you can use your credibility to get them changed. As Colonel Julie Manta said, "Don't lie, cheat or steal or tolerate those who do."

From now on, when you see things happening in society that bothers you, take a new slant on it. See how it's stealing from society. Or stealing from leadership, or stealing from ethics and integrity. By reflecting upon your credibility an idea will come to you on how to solve it quickly.

I like to quote from Richard Rodgers of Unity Church in Phoenix, Arizona. He said, "We don't like what's going on around us, but until we're part of the solution, we support it."

By acknowledging your own credibility as you have here, you'll start to rely more heavily on your skills and qualities. You'll be part of the solution. You'll teach others to be part of it too.

Remember, by acknowledging your own credibility, your career will develop quickly and your influence will heighten. Each day you'll become a more valuable resource to the world.