

Speaker's Corner: One Of The Keys To Success-Gratitude

I am delighted to introduce a new segment on 3Q Leadership Blog, Speaker's Corner. A new weekly insight on life, success, leadership, organizational and self actualization by blog subscribers, colleagues and writers. Our insight this week comes from digital marketing expert, Mike Lee. Do you have a short post, an insight or opinion you would like to share? Email irene@justcoachit.com

Success is much more than what we get...

Abraham Maslow's hierarchy of needs has passed the test of time. Once or need for food and shelter has been met, it is our ability to tap into our talent, to express our contribution, our ability to make a positive difference that takes us forward. True success, that feeling of deep fulfillment, can never be measured by what we get because it is the by-product of what we give and what we are when we rise to the challenges before us with integrity, courage, hope, faith and humanity.

Many years ago, I asked a client who was a captain of industry what he defined as success. I expected to get an answer that reflected success as expressed by what he had accomplished. His answer has stuck with me for many years because hearing the definition of success from a man who had a life and a financial/business empire that most people can only dream of was simple, powerful and profound. My illustrious client answered me without hesitation, telling me that there is only

one definition of success and that definition is happiness.

Is it possible to be successful-to be happy without feeling gratitude? Enjoy the sage insight of digital marketing expert, Mike Lee on the importance of gratitude.

One Of The Keys To Success – GRATITUDE by Mike Lee

Gratitude – that’s a big word and I’m not talking about the fact it’s made up of 9 letters (not a bad score in Scrabble so I’m told....).

I am absolutely blessed by the fact that I can honestly put my hand on my heart and say I’ve come to a personal understanding of what gratitude is and its power to open the doors to a successful but also fulfilling life.

You'll hear no denial from me that I spent many a year trying to aspire to others perceived level of success. And most of us will do it in our work lifetimes and beyond.

My gratitude comes from the fact that, one day, I suddenly recognised what this word really means. It starts with each of us and being grateful for the lives we have. Whether it's with everything or nothing, the key to expanding our lives starts with ourselves.

On business networks in particular there is a sense of lost folk syndrome. People that are in all manner of roles but lost amongst the noise of have, need and want. What's lacking is gratitude and the acknowledgement of how lucky we are to be able to converse and live the way we do.



What we don't do is be true to ourselves and share stuff that really matters in areas we work in. So much is geared towards take. There is so little give now it's astonishing that there is any benefit gained from business networks.

How often will you read a post like this without a book push at the end of it? Why don't we ever share on subjects that matter that are more life affirming but add significant value within a commercial environment?

I'll finish off with just one statement. I am grateful to feel free of the run of the mill shares which enables me to share my pure view – that offering gratitude on a daily basis not only creates opportunities for you, but also leads you to others of a similar ilk. Those that you'll work so well

together with you'll wonder why you never applied this simple, but ever important element to your life, far earlier.

Speaker's Corner bio: Mike Lee, Founder, Digital Headway, UK



Mike Lee is a marketing master whose career has led him to working for international marketing giants, and to more founding, Digital Headway, a company aimed at helping small and mid sized businesses grow their marketing reach and sales expotentially.

Contact Mike via [Linked In](#) or by email at ml@digitalheadway.com

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Presence-Developing a Critical Success Factor



Presence can launch your success and can also give you the power to rise up when faced with difficult moments. Passion, confidence and enthusiasm (presence) are critical whether we're talking in front of two people or five thousand;

interviewing for a job; asking for a raise; speaking up for ourselves; or speaking up for someone else, we all face daunting moments that must be met with poise if we want to feel good about ourselves and make progress in our lives. Presence gives us the power to rise to these moments. Presence is not only special success factor that can drives resonance and results. It is not only one of the strongest predictors of successful startup funding, but it may be the flame that lights the fire of personal, professional and business success.

In her book, Presence, Harvard psychologist Amy Cuddy reveals how to heighten your confidence, influence others, and perform at your peak by developing presence. Have you ever left a nerve-racking challenge and immediately wished for a do over? Maybe after a job interview, a performance, or a difficult conversation? The very moments that require us to be genuine and commanding can instead cause us to feel phony and powerless. Too often we approach our lives' biggest hurdles with dread, execute them with anxiety, and leave them with regret.

By accessing your personal power, you can achieve "presence," the state in which you stop worrying about the impression you are making on others and instead adjust the impression you have been making on yourself. As Amy Cuddy's insightful book reveals, you don't need to embark on a grand spiritual quest or complete an inner transformation to harness the power of presence. Instead, you need to nudge yourself, moment by moment, by tweaking your body language, behavior or mind-set in your day-to-day life.

There's a good reason why we put their faith in people with presence (passion, confidence, and enthusiasm); the traits that define presence cannot be easily faked. Think about it, when we're feeling confident, our vocal pitch and amplitude are more varied, allowing us to sound expressive and relaxed. But when we're trying too hard to fake these things, our vocal

cords and diaphragms tend to constrict, causing our voice to come out all squeaky. And it's not just our voice that gives us away. When our "fight or flight" trigger goes off, chemicals in our bodies might cause us to go red in the face, break into a sweat or even squirm in our seat.

How can you develop greater presence? A great way to start is by watching this video summary of Presence by Amy Cuddy, Ph.D by The Business Source

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10 Quotes and Tips on Re-igniting Happiness



How can you re-ignite happiness? Appreciating the value of true happiness and learning to cultivate happiness in good times and bad is critical and doable.

I can write these words because I have lived them and I have also worked with clients to help them achieve greater happiness and success for more than a decade. Yes, I have been to the back of the dark forest to the edge of challenges,

changes, defeat, despair, illness, tragedies to recognize that our ability to truly build happiness is not reflective of what we have, but who we are. Our ability to reset the GPS, adopt new ways of thinking, communicating or doing is real and critical to our happiness and an evolution of self that will help us live our best lives and do our best work.

Here are 10 of my favorite quotes and accompanying top ten simple, powerful tips on feeling happier.

If you want happiness for a lifetime – help someone else.” Chinese Proverb

Tip One → Find the light and share it with someone else. Step out of sadness by helping another person. Try it, because it is scientifically proven to work!

“Happiness never decreases by being shared.” Buddha

Tip Two→Share a joke or funny story with someone who will appreciate it.

“Don’t rely on someone else for your happiness and self-worth. Only you can be responsible for that. If you can’t love and respect yourself – no one else will be able to make that happen. Stacey Charter

Tip Three → Apply love. Spend five minutes a day thinking about how you love yourself. Yes, think of all the qualities that make you special, because each human being is gifted with attributes that are truly lovable. If you had a dysfunctional childhood, learning to re-parent yourself, learning to comfort the child within, to love him/her can be pivotal. If you are going through a difficult experience or challenge the need to love yourself, appreciate yourself is critical.

“Don’t underestimate the value of Doing Nothing, of just going along, listening to all the things you can’t hear, and not bothering.” Winnie the Pooh

Tip Four → Take time out each day for blank time; time when you DO not worry, time when you are just at peace and at one with the universe.

“We tend to forget that happiness doesn’t come as a result of getting something we don’t have, but rather of recognizing and appreciating what we do have.” Frederick Keonig

Tip Five →: Adopt an attitude of gratitude. Keep a gratitude journal or simply make a mental note before you go to bed and when you wake up of what you are grateful for.

“Sometimes your joy is the source of your smile, but sometimes your smile can be the source of your joy.” Thich Nhat Hanh

Tip Six: → Smile because science tells us that the simple act of smiling will elevate your mood.

“When one door of happiness closes, another opens, but often we look so long at the closed door that we do not see the one that has been opened for us.” Helen Keller

Tip Seven → Beware of the abyss. The longer you stare at the darkness, the more it will overwhelm you. Look for the good, no matter how hard it is to do so.

“No act of kindness, no matter how small, is ever wasted.” Aesop

Tip Eight → Be kind because there is not enough kindness in the world and one small drop can make a huge ripple in your life and the lives of others.

“Very little is needed to make a happy life; it is all within yourself, in your way of thinking.” Marcus Aurelius Antoninus

Tip Nine→Get coached. Learn to change your thinking by taking very small, consistent steps to think in ways that will help build happiness and success. Work with your coach to find the right small steps that work for you and actualize/integrate them in your life/work.

The most beautiful people we have known are those who have known defeat, known suffering, known struggle, known loss, and have found their way out of the depths. These persons have an appreciation, a sensitivity and an understanding of life that fills them with compassions, gentleness, and a deep loving concern. Beautiful people do not just happen.” Elizabeth Kubler-Ross

Tip Ten → Understand and appreciate your true beauty by moving past the abyss, through the struggle or pain by holding on to the faith, hope, courage, integrity and humanity that no one can ever take from you.

I hope that this simple post will speak to your heart and soul, because nothing can be more important than preserving and cherishing them both. Your heart and soul empower your greatness, and ability to rise to the challenges before you and use them to do good, be good and lead in a way that makes a positive difference, an important difference in your life and the lives of others. Carpe diem.

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