

Strong Work: I can't believe I get to do this and get paid!

Week One: Rock Solid Confidence

Example: for use on a resume – real example

Her strengths:

1. Discipline
2. Maximizer
3. Harmony
4. Developer
5. Responsibility

High-performing, disciplined, people-centered marketing and business development professional

- Customer-focused, superior communication skills, positive team development, consistent process refinement and results orientation
- 20 years health care experience from three different perspectives:
 - Supplier - medical devices
 - Provider - hospital system and physician group
 - Drug development – biotechnology
- MBA

Example: for use on a website or to promote your work – actual strengths of Ann Strong, taken from her website

My own top 5, actually 6, strengths from my StrengthsFinder™ assessment and what they mean in serving you:

1. Maximizer
2. Empathy
3. Connectedness
4. Activator
5. Individualization
6. Strategic

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The short version of what this means about how I can help you:

1. I love transforming strong (you) into superb (you - more of the best of you, more of the time).
2. I am able to see the world through your eyes and your perspective.
3. I know that we're all connected and things happen for a reason.
4. I make things happen – turning thought into action.
5. I love supporting people in their uniqueness and in living from their strengths.
6. I cut through the clutter to find the best way.

(I took the assessment twice, four years apart. I got 4 of the same 5 strengths the second time with one of the originals dropping off and a new one – I refer to it as my 6th strength.)

Your turn – list your strengths:

- 1.
- 2.
- 3.
- 4.
- 5.

Refer to either of the books StrengthsFinder 2.0 or Strengths Based Leadership. For each of your strengths, pull three of your favorite ideas about that strength from the book and jot it down here:

- 1.
- 2.

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3.

4.

5.

Make your own notes about how each strength serves in your work:

1.

2.

3.

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4.

5.

Pretend these strengths weren't yours and that you were writing about someone else. In simple, positive, confident language, how would you describe them when they use this strength.

*Example: People trust him because he doesn't judge them.
Now write or say it about you: People trust me because I don't judge them.*

1.

2.

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3.

4.

5.

Practices:

These simple, positive and confident ideas are now the basis for your rock solid confidence in both speaking and writing about your Strong Credentials.

To begin to own them:

Use them as affirmations – look in the mirror and say to yourself, "People trust me because I don't judge them." Do it daily until you wholeheartedly agree with yourself. Be patient and allow it to take as long as it takes.

Say them out loud – in casual conversation with friends and colleagues. Notice how you feel and how they react. Take in their reactions.

Role play them – for interviews or when asking a prospective client for business. Practice until you feel natural and confident. Role play in slow motion to more fully take in the experience.