

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

Week Two: Stronger Work

Choosing and developing three new ways to begin using your strengths more in your work this week.

List your strengths so that you have them in front of you:

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

List five to seven key work areas

(If employed and looking for a new job, use your current job work areas. If unemployed, use your job search work areas. If starting a new business, use your business start-up and business-building work areas.)

Examples of key work areas:

- Analyze collected data
- Make sales calls
- Connect with possible referral sources
- Coach clients
- Write blog
- Upgrade reporting process
- Meet with possible employers
- Maintain database
- Supervise team
- Oversee collections
- Teach workshops

- 1.

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2.

3.

4.

5.

6.

7.

From your list of key work areas above, pick your favorite, your least favorite and the one that would make the most difference if you spent more time on it (important area to leverage)

Favorite work area:

Least favorite work area:

Important to leverage work area:

For each of these three work areas, brainstorm one way that you could apply each of your strengths to that area this week

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For example:

Work area – Connect with possible referral sources

Individualization

I could determine who that person would be and I could send them a card in the mail telling them what I love about their work and thanking them for their contribution.

Maximizer

I could systematize the card idea so that I send several at the same time, with each one being personalized.

Connectedness

When I talk to someone and notice that they might be a great referral source, I could tell them several things that I notice we have in common.

Activator

When I come across someone who might be a great referral source, I can take the next step with them immediately – ask if they have a few minutes to talk, then schedule an appointment or schedule a time to call and set up a time to talk.

Empathy

When I talk to someone who might be a great referral source, I can pay attention to what I notice about them and reflect back to them something of what I imagine might be going on for them and check that out with them.

Now your turn:

Favorite work area:

- 1.
- 2.
- 3.

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4.

5.

Least favorite work area:

1.

2.

3.

4.

5.

Important to leverage work area:

1.

2.

3.

4.

5.

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From those 15 ideas, pick your three favorites and begin using them daily, starting today (pick at least one from the "Important to leverage" list)

1.

2.

3.