

Do Something!

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Instant Impact.

This newsletter comes to you from Kate Harper of Harper Coaching.

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Welcome to this issue of **Do Something!** - the newsletter that drops into your inbox every 2 weeks and is intended to inspire you to change the way you think and to stimulate you into action.

If you like what you read, please pass it on to your friends and colleagues.

Welcome to all our readers, new and not so new!

I am so happy to be able to say I have subscribers from pretty much all over the world - **Albania, Australia, Canada, India, Ireland, Italy, Japan, New Zealand, South Africa, Switzerland, the UK and the USA.**

I have just been helping out at a Speed Networking event held by the Highland Business Women's Club. (See <http://www.HBWC.co.uk>) In the past I have participated in such events and I was really looking forward to the buzz that is generated by it! I just hope all the attendees had thought in advance about what they were going to say to each of the people they met. With only a minute to make an impact, they really needed to have a clear message. If they could create an *instant impact* then more people will be willing to follow up on that first meeting later on. Though from what I observed at the event itself, I think that everyone had a really good time!

I am delighted to say that it was through past Speed Networking events that I made the initial contact with some people who I now consider to be vital in my own network, not only as business contacts, but as friends, mentors and the people I turn to when I need to sound something out. Networking is not only about selling your services or products to others, but is vital in building up support in every area, as well as allowing you to reciprocate in the same way. It is also vital for those of us who not only are a one-person set-up, but who also generally work from home.

I also think that the skills that you learn from networking in the business arena are transferrable to every area of your life and those of you who don't work, or who are no longer working, can benefit from considering your own support networks and what you can do to build them up and strengthen them. There is no doubt that our own opinion of ourselves has an influence on how successful we are in having an instant impact. The thoughts careering round your head will be carried into the room with you and this applies whether you are attending a party, going to a school event or attending a business meeting. It has been quoted widely that people's first

impressions of us are formed within the first 10 seconds of meeting us, so prepare yourself well in advance by not only being comfortable about how you appear on the surface, but by thinking positively about yourself and being clear about what you would like to put across in the time you have. Then put on a warm and friendly smile and make your impact instantly positive!

Do Something to move you towards your goals. What first impression do you make? Have you really considered it or do you just make do? If your goals involve the cooperation of other people, perhaps it is time to do all that you can to make an instant and lasting impact on others, so that you can build the network you need to move on.

Do Something today that you've been putting off for a while. You've been working hard on or in your business or job. However, it is time that you got out and told other people about it. Being able to clearly explain, with as few words as possible, what it is that you do, is pretty vital. Not only will you be able to promote your business in this way, but also yourself. If you aren't in paid employment, it is also a good exercise to be able to explain what you do in simple, positive terms, as this will establish in your own mind where you fit into the world, as well as make it clear to others. You can have some fun with this!

(If Procrastination is one of your challenges and you haven't already done it go to <http://www.harpercoaching.com> to sign up for my complimentary 7-day mini e-Course on this subject.)

Do Something for yourself. By placing yourself first and giving yourself credit in your own thoughts for all that you are and do, you will be able to create an instant impact as soon as you join any other people. Hold your head high and be proud. This is for *you*.

Do Something active every day. Practice this every day. If you are not used to talking to others or are rather shy, then it can help to try this out on your own at first, then with people you trust. Keep it simple and remember to be warm and friendly. Then ask them about themselves. It deflects the spotlight from you, but also leaves people with a very positive impression of you.

Do Something because you want to, not because you *have* to. Some people find it excruciating to have to talk about themselves, while others never seem to stop. While you may wish to avoid doing this, there *will* come a time when the question will be asked – “What is it that you do?” If you take time to consider this in advance and choose the reply that suits who you are, then it will be much easier to answer naturally.

Do Something new every day. The more experiences you have the more you will have to talk about with others, even if it is only to tell them about the comical time you had trying out new dance steps, or to pass on a recommendation for a new

restaurant, or a film or book you recently enjoyed. I know that I am more likely to try something new if it is recommended by someone I have met personally.

Do Something creative every week. If you were to get into an elevator with someone and they asked you what it was that you do, would you be able to answer in the time it took you to get to your floor? Get creative with your answer. You can also use your creativity to design the perfect business or 'calling card' for yourself. (There is nothing to say that those people without a business shouldn't have a card. Harken back to the days of yore, when people left their calling cards at each other's houses. It's a lovely way to keep communication lines open!)

Do Something for nothing. Instant impact is something that you can't buy. It comes from within, from the confidence that you exude (even if your knees are knocking), the care you took to dress appropriately (we are not talking the impact of revealing clothes or flash and trash!) and the knowledge that you will know how to answer when someone asks, "What is it that you do?" So, send me an e-mail at kate@harpercoaching.com and tell me, in as few words as possible, what is it that you do?

Do enjoy this quote:

"If you think you're too small to have an impact, try going to bed with a mosquito in the room."

Anita Roddick

I do hope that this issue of **Do Something!** has inspired you to make an instant impact wherever you go!

Have a good couple of weeks and, even if it's only a *little thing*, **Do Something!**

Warm wishes,

Kate

Passionate about helping you achieve your goals.

Kate Harper is a Personal Development Coach with a special interest in Motivation & Wellbeing. She lives in the beautiful Highlands of Scotland.

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