

Nine Important Qualities to Build Your Reputation

Chapter 6: Reputation

Whether showing up as a mentor, mentee, colleague, student, or friend, here are nine important qualities I've tried to embody as I've built my reputation.

- 1. Respectful** of the other person's time, always checking in to make sure I'm not being too pushy, aggressive, asking for too much, or overstaying my welcome
- 2. Grateful** for the fact that they've spent time with me, and showing my gratitude through words (genuine thanks) and actions (gifts, tokens of appreciation, etc.)
- 3. Trustworthy** in that I keep private information private, that I make good on what I say I will, and that I follow through on the things I commit to.
- 4. Open** to learning about the other person by asking them questions about what's going on in their lives, what they're interested in, and why they're sharing certain things with me
- 5. Compassionate** about their lives, thinking about how I'd feel if I were in their shoes, and asking them how they're feeling instead of guessing, assuming, or ignoring because I'm not sure
- 6. Honest** about what I'm thinking, feeling, and experiencing so they don't have to guess or assume things about me
- 7. Curious** about the world, about how people behave, and about what I still have to learn, asking lots of questions but never to trip people up or back them into a corner
- 8. Consistent** in that I show up as the same person every time, with every group of people, in all situations
- 9. Intentional** in that I tell myself, in advance, how I plan to be in upcoming interactions, what I hope to get out of them, what I hope others get out of the interactions, how I'll know if that's happening, and what I'll do to correct what doesn't meet expectations

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While all this might seem like common sense, it's anything but common practice. Often unintentionally, people see their careers as transactional, treating others as commodities and ignoring the power of relationships. That's why those who show up as I've described stand out.

These activities and worksheets are taken from the book **Change Maker**: Turn your passion for health and fitness into a powerful purpose and a wildly successful career by John Berardi, PhD.

Check it out at: www.changemakeracademy.com/book