



Point-to-Path Coaching Bi-weekly Ezine!

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This week's topic: **Presence** (Vol 7-120103)

'Tis the season to think about "presents", but if you'll allow me to play on the word, let's talk about **presence**. A person will decide whether or not they like you in 90 seconds or less. A primary factor is your presence: what you look like and how you move.

1. **Appearance**

You don't have to wear designer clothes to have a pleasant appearance. It's not just the clothes; it's also the condition of the clothes e.g. clean, pressed, fit properly. Pay attention to your grooming as well - hair is clean and styled; face is groomed/made up appropriate for the occasion; shoes are clean, polished and soles are still attached!

2. **Posture**

Check your posture both standing and sitting. In both cases, hold your shoulders back and head up. Where are your hands? In your pockets? Are your arms folded? As awkward as it feels, stand with your arms relaxed at your side. It feels worse than it looks. Rule of Thumb #1 - Don't lean on anything! When sitting, especially during a meeting, sit up straight, arms relaxed on the chair arms or on the table if appropriate. You want to look like you're in the game and paying attention, but not a dog waiting to go fetch.

3. **Stride**

Check your stride when walking. Too fast looks like you in a hurry, which may give the impression you're always late. Too slow, may give the impression you have nowhere to go and no reason to go there! Your stride should be comfortable for your leg length; back is straight; head is up; arms are slightly swinging at your side, but not like you're speed-skating. A comfortable, relaxed, yet determined stride gives off confidence. You look important and look like you're going somewhere important.

4. **Position**

Logistically, where do you position yourself in a professional or social setting? In the corner? At the bar? On the bar ☺? In professional settings, position yourself at the table, not along the wall. Sit up so that the speaker/leader will see you and not have to call you out from behind your neighbor. In social settings, make contact with the host, but don't monopolize their time. Mingle with everyone. Rule of Thumb #2 - Don't lean on anything! (yes that's a repeat)

This holiday season, give yourself the gift of **Presence**!