

Selling Yourself on Self Encouragement

By Jay D. Rohman

When was the last time you found yourself on the other end of criticism and negativity? How did it make you feel when the comments of another person attacked you personally or professionally? Day after day, does your boss berate you because you aren't getting the job done? Maybe you're a salesperson who gets the door slammed in your face on a regular basis, or you just aren't living up to the expectation of a loved one? The world seems to be filled with naysayers and negative focused people with all their abuse pointed at you.

How do you get encouragement during times like these? How do you get the strength to go on when it is difficult to find anyone around you to lift you up? The simple answer to this question is that you find the encouragement within yourself.

You must become your own best friend and cheer yourself on down the road. How do you do that, you ask? How do you cheer yourself on without seeming at best egotistical or at worst schizophrenic? There are three characteristics to healthy self-encouragement and by adopting them you will never be without an abundance of encouragement.

Self-Worth. This is the aspect that you need in order to feel good about yourself. You need to know that you are valuable and unique. Not one person was born with exactly the same characteristics and attributes as someone else. Even if you have a biological twin, you both may look alike, but you will eventually begin to think differently, feel differently about certain things, and adopt different mannerisms.

You will contribute uniquely in your own way to your career, your family, your community, your country, and yes...even to the world. Having a healthy self-esteem for yourself gives you the ability to appreciate your gifts and talents. It also provides you the ability to have self-respect. How can you respect someone else when you can't respect yourself? You can't. What happens is that you end up resentful and jealous of others and what they have accomplished. Find the worth in you and it's amazing how you gain a better appreciation of the world around you and for yourself.

Self-Realization. This is the development or fulfillment of one's potential. It is when you realize your life's mission and you are in pursuit of it. Everyone has a purpose in life and that includes you. Whether your mission is to be a good parent and raise your children to understand their purpose or you are a corporate executive whose mission is to bring about positive change in your organization, each one is just as important as the other. Self-realization is the living of one's passion. You need to have a passion for your mission. If you don't know what

your passion is, then your passion should be finding your passion. Build on your skills and talents. Become the best that you can be, not only at work but at home and at play. Become an encourager among encouragers simply by living your life in the pursuit of making the lives of others better. This way you know you have purpose.

Self-Talk. While you have been reading my ideas, you have within your head been discussing the merits of what I have written. You have found some things that you agree with and others that you might not. You have dialoged and dissected and have carried on a varied discussion about the topic...all in your head. This is what I call 'mind-chatter'. You talk to yourself constantly with that voice in our head. Unfortunately for many of you it is a negative dialog based on negative things that you have heard, have been told, or believe about yourself. In your head is an "itty bitty shitty committee" and you are the Chairman of the Board.

To become your own best encourager, you must replace that committee and the Chairman with a more positive replacement. What you say about yourself determines how you will feel about yourself. Make a list of positive things about you and start talking to yourself about them. Talk to yourself just like a good friend who encourages you and praises you and you will never be without an encourager.

You can be your own worst critic. You have been a hard sell when it comes to being your own best friend and encourager. Adopt the three characteristics above and the sale (in your mind) will be made. You'll buy in to a whole new attitude and come out encouraged.

I'd like to give to you as a gift an encouragement file—to get it, drop me an e-mail at jay@encouraging101.org with your address and I'll send you one out as my encouraging gift to you.

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