

Boost Your Charisma and Business Success in 3 Easy Ways

Charisma is something we are all born with; unfortunately, some of us unlearn it. Through social interaction and societal norms our behaviour is shaped. We're warned of what people might think of us if we say this, do that, are too this, or too that. However, what is unlearned can be relearned. Being charismatic is the key to a more rewarding personal and professional life because it makes you more likeable, credible and trustworthy. Credibility (and peace of mind) comes from being the real you, not changing to fit the other's agendas. Charismatic people are seen as leaders - people want to follow them and adopt their ideas.

A charismatic person radiates a level of positivity that makes people feel good in their presence and creates a lasting impression. We all like being around people who make us feel better.

Let's get that CHARISMA back.

1. **Mindful interactions:** Each time you interact with someone you have an opportunity to enhance your charisma. How? Simply by being present. Being present means truly listening to the person you're with instead of thinking about what you're going to say next, looking around the room or checking your phone. Charismatic people focus on the other person and aren't looking for an opportunity to impress. They are not prejudiced by social status or position and are genuinely interested in what is being said and see everyone as equally important. Have you ever noticed that after you've spoken with someone who has truly listened, you leave feeling important and special?

2. **Self-confidence:** Charismatic people are self-confident which means they feel good about who they are - they like themselves, what they do and how they look - they don't feel the need to impress or seek attention. Self-confidence is easy to see, it comes with positive body language, such as, good posture, eye contact and positive gestures. Charismatic people stand tall and walk with determined strides. Build your self-confidence by actively taking note of your good qualities, be passionate about what you do, dress in a way you love and take care of your body and your health.

3. **Genuineness:** Creating a feeling of warmth is an attribute of being charismatic. Charismatic people are optimistic and see the best in others. Their enthusiastic personality and genuine smile create a feeling of warmth that is contagious and people want to be around them. It's difficult to create a feeling of warmth if you don't feel it, but warmth can be cultivated. Two quick ways to begin (when you're with others) are to relax and use open body posture such as keeping your arms uncrossed and keeping objects, such as desks, from coming between you. The second way is to make eye contact and smile.

Charisma is a very important success tool no matter what your goal in life because it allows you to command a room, draw others to you and get your ideas adopted. Most importantly, you feel good about you.

