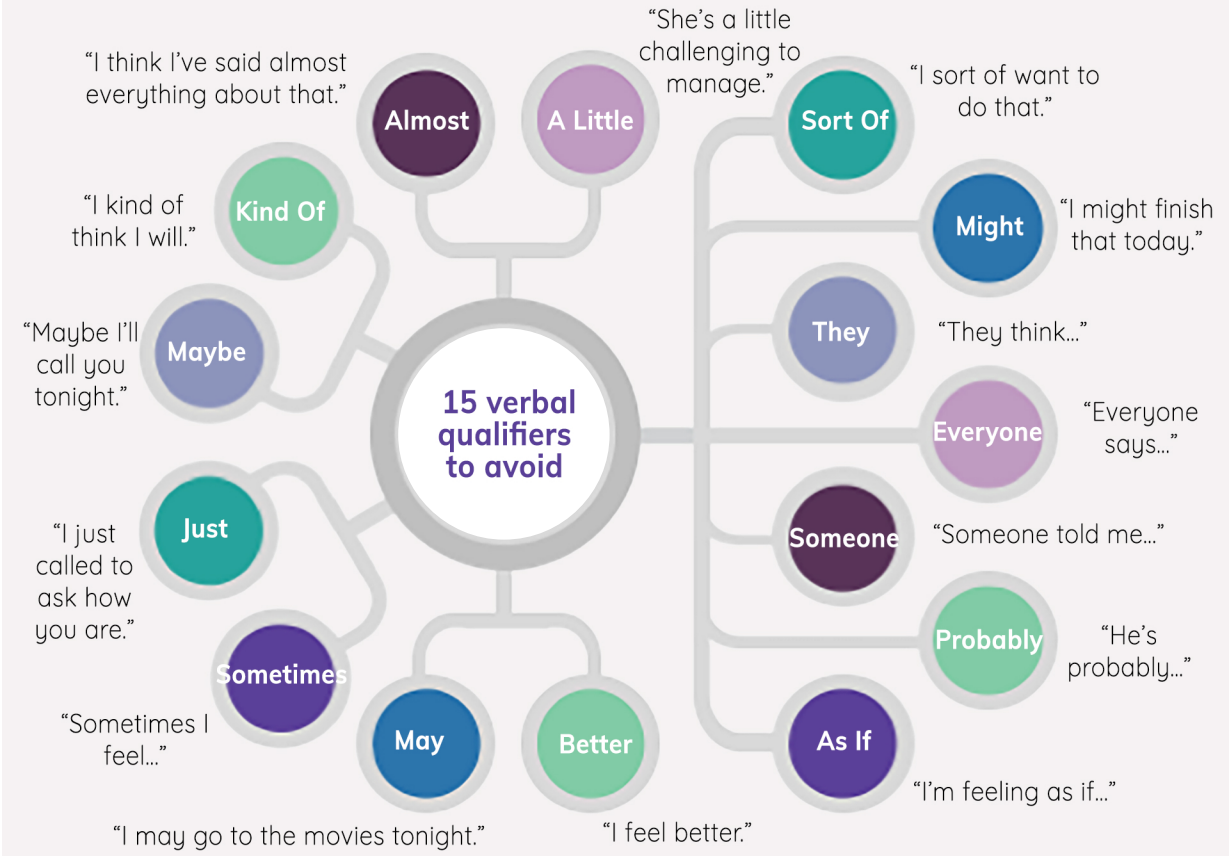
# Say What You Mean—And Boost Your Leadership

How To Stand Fully In Your Power

## The words we use matter because:

When leaders use verbal qualifiers, or "splitters", they weaken their language and are perceived by others as weak. Here are the problems with verbal qualifiers. They:

- Keep us from owning the statement we're making
- Disconnect us from what's happening inside of us
- Are a subtle projection of power
- Disown ourselves and our feelings
- Split the person using them from reality
- Are used to hide from reality



## 5 steps to stop qualifying and start standing in your power:

**1. Notice What You're Avoiding**

Is there a conversation you need to have? Are you giving someone or something too much power over your life, time, emotions, energy?

**2. Uncover The Story**

What story are you telling yourself? How are you justifying the avoidance? Are you blaming others?

**3. Determine The Cost**

What are you losing by not addressing the problem directly? Make sure you understood the cost clearly, in order to increase your clarity overall.

**4. Get Clear On What You Want**

Become clear about what you want, when, why, and what success looks like. Become clear about what is okay and what is not, with specific examples.

**5. Choose Differently**

Once you are present to the cost, decide what you would like. Then choose again and again until you find the right solution.

## Leaders who stand in their power enjoy results like these*:

35%+ Increased Productivity

5-15+ Hrs/Wk More Strategic Work

210%+ Increased Revenue

*Stats are from over 1,000 of SmartTribes Institute's coaching and workshop clients

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