

THE POWER PLAY OF THE WEEK

Shareable action-oriented ideas to help grow your business
and your leadership team.

THE PLAY OF THE WEEK

In business, embracing the truth can be transformative.

Early in the pandemic, I met Charlie during a presentation to top industrial painting companies. After class, he confided in me that he was nervous about working with “a *person like him*,” revealing his lack of formal education.

This moment of radical honesty highlighted a crucial point: success often stems from confronting our fears and limitations. Charlie was a key player in a \$30 million company, yet he doubted his worth. I reminded him that true education comes from life experiences, and that many successful clients of mine share similar backgrounds.

GET ON THE ICE

Ready to harness radical honesty in your life and business? Here's how to start:

- **Self-Reflection:** Assess the narrative you tell yourself. Write down your fears and doubts.
- **Engage in Dialogue:** Find someone to share your thoughts with openly, whether a mentor or friend.
- **Embrace Your Story:** Acknowledge that your unique experiences add value and inspire others.
- **Foster Honesty:** If you lead a team, cultivate an environment where open expression is encouraged.

QUOTE OF THE WEEK

"Honesty is the first chapter in the book of wisdom."

— Thomas Jefferson