



The Art of Giving & Graciously Receiving – Simultaneously

What a timely theme for this month! The upcoming Thanksgiving holiday provides an opportunity for us to be consciously thankful – for bounty of food, home, income, friends and relations. It's also at this time that we focus our attention on those who may need assistance, who may not enjoy the blessings for which we are thankful. Ironically, we may leave ourselves out of this reflection just when we need it the most.

Uncomfortable asking for help? Afraid to appear needy or inadequate? I'm curious – how does it make you feel when someone to whom you've extended assistance thanks you? When they tell you your help made a difference? Feels good, doesn't it?

Here's a suggestion to help you through the discomfort or embarrassment you may feel asking for help when, in fact, it would make a difference for you and your business: by asking for and receiving help *you're giving* someone else the opportunity to feel a sense of reinforced value; *you're giving* someone else the opportunity to recognize the contribution they can make; *you're giving* someone else a sense of involvement with your success. All this plus the actual benefit you receive from the help you sought.

This is one of those remarkable and desirable 'win-win' situations. Both parties to this transaction gain something of true value. The next time you recognize a need for help, allow yourself to view your request in this fashion and you'll find it far easier to ask and graciously receive, knowing you've provided a real service at the same time.



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