



BEING PRESENT

A Process for Being Present:

- 1) Feel what you are feeling
- 2) Looking out
- 3) Connect with people - Feel what they feel

Presence and Credibility

Being present and having credibility are tightly linked. If someone can feel everything that's happening in their body and be connected to you at the same time, feeling what's going on in your body, then make a promise and the intensity of that promise is something they can hold "I will be here and will get the job done," you feel credibility with them.

But if in order for me to say "I will be here and will get the job done." you have to jump out of your body as you're saying that...it's a major warning sign.

There's a compulsion to not be here where it's intense. Intensity of sensation will bug you right out of the moment. Like a fire, your tendency is to move away. If you can be present with intense sensation (yours and theirs), you are going to have a lot of credibility with them.

Presence and Your 'Marketing Department'

Everyone of you has a marketing department that determines whether what you are saying sounds good enough. In order to operate it has to take a part of your attention out of the present so that you can hear what you are saying, play it back and evaluate it. To be present, one thing you have to do is to take that marketing department off line which is scary because it means you might say what you really think and will have to be held to account for that. If you are following the process of feeling what you feel, looking out and then feeling what they feel and speaking from there...there's no room for 'did it sound good?'



PUT IT INTO PRACTICE:

Find a rubberband you can wear on your wrist. Just notice for 1 week when you've gone off somewhere else and are not present. Give it a snap and say "I'm back."