



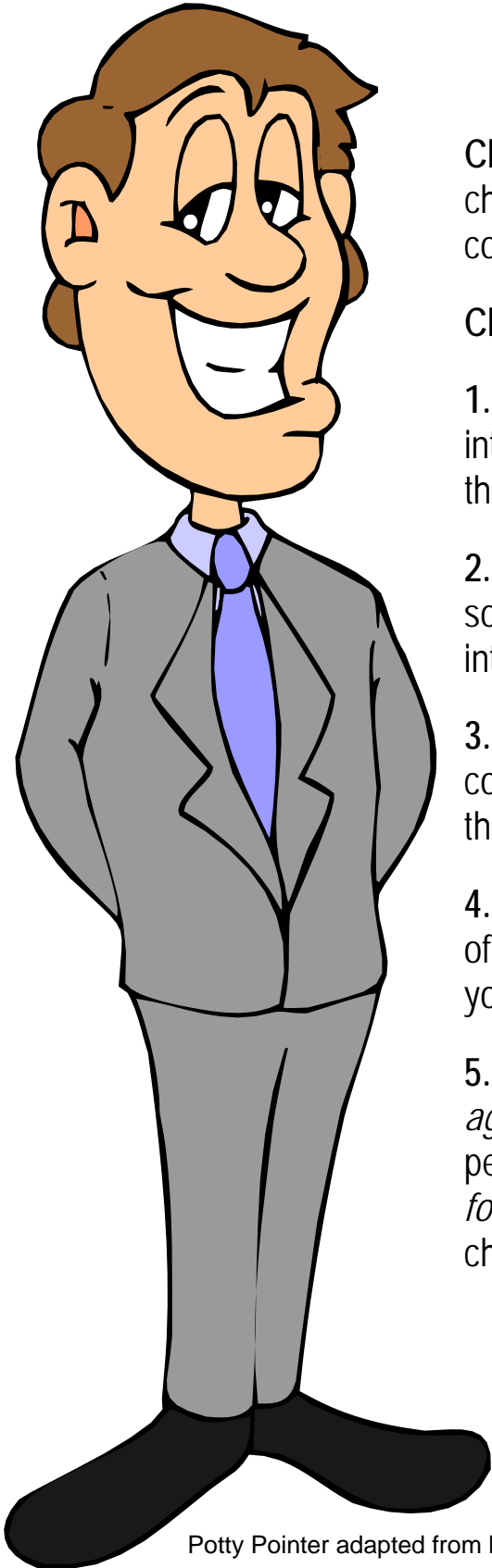
Potty Pointers

How to Build Charisma

Charisma is a trait found in people who are able to use their charm and magnetism, rather than speech or logic alone, to communicate effectively.

Charisma means you have learned to:

1. **Act with credibility.** Want to be influential? Demonstrate integrity. Those who are inconsistent repel people while those who are consistent draw people in.
2. **Extend respect.** Don't interrupt conversations, ask if someone has time to talk, and listen to ideas. A few interpersonal skills can make a big difference.
3. **Deliver sincere compliments.** Be specific in your compliments. People care what you think about them, and they appreciate when you recognize their good work.
4. **Accept sincere compliments.** Deflecting a compliment often belittles both you and the other person. Say, "Thank you." You'll be pleased with how gracious you become.
5. **State what you are FOR, not AGAINST.** When you are *against* something, people think you are against them personally and are less likely to cooperate. When you are *for* something, you can focus on the potential for positive change through collaboration.



Potty Pointer adapted from Karla Brandau's "Six Quick Tips to Build Charisma" and Wikipedia