



**360 NEWS & VIEWS
OCTOBER 2017**

Special Edition

We've been busy!

We've been busy with Coca Cola, United Methodist Children's Home, and Fitzgerald and Company projects, so we decided to offer you a special edition newsletter with an overview of an insightful article from hub spot. We hope you enjoy and find it helpful!



How to Be Charismatic: The 9 Habits of Insanely Likable People

Written by: **Scott Tousley**

The bottom line is that everyone has the desire, according to Maslow's Hierarchy of Needs, to belong and feel loved, but not everyone feels that he or she possess the qualities of a person so deserving. Here are nine ways to transform your façade into the likeable, charismatic, charming person you have always hoped to become.

1. Have positive and negative empathy.

This involves putting yourself in someone else's shoes and genuinely feeling what they are feeling. People who possess positive empathy get excited instead of jealous when someone else receives a wonderful opportunity. People who possess negative empathy are able to comfort others in tough times and offer the support they would wish to receive in that same instance.

2. Stay humble.

Having high self-esteem is one thing, but being arrogant is another story. People don't enjoy when you wave your accomplishments in their faces. Instead, try to exercise humility.

3. Be vulnerable.

Vulnerability is speaking your opinion in front of 20 others that have the exact opposite opinion. It is putting yourself in a position at risk of embarrassment or judgment. Vulnerability is extremely challenging, but it speaks volumes about your character.

4. Have a sense of humor.

Humor can be leveraged as a "liking cue." When was the last time you cracked a joke that was followed by someone frowning in disgust? Probably never. Light humor always lightens the mood.

5. Be present.

Sometimes it can be nice to place our phones on do not disturb mode and actually be present in the conversation. Listening with intent shows the person across from you that what they have to say actually matters. People like to matter.

6. Show a genuine interest in EVERYONE.

Have you ever thought about why dogs are so likeable? Consider the fact that they are genuinely excited and interested to meet anyone who passes them by. Show people you have an interest in things other than yourself.

7. Avoid social narcissism.

This can be easily avoided by utilizing the advice from number 6. Talking about yourself 100% of the time deters people from wanting to share with you in the future. If you are only worried about sharing your story and not hearing how someone else's day went, this should really be your main resolution.

8. Be generous and altruistic.

Be the rare human that doesn't look for anything in return for a generous gesture. By increasing your giving, you are also increasing your chances to receive in return, but of course a true giver doesn't focus on the return.

9. Reciprocate the praise.

Whenever you are praised for some amount of work you have completed, chances are, you had some help. This is your chance to turn around and say, "Well I couldn't have completed the job without Jim!" or something along those lines. Returning praise with praise offers credit where it's due.

For more on this topic, visit [How to Be Charismatic: The 9 Habits of Insanely Likable People, written by Scott Tousley.](#)

Our Mission & Purpose.

Our Purpose and Mission: Serve clients, partners and suppliers in an honorable, integrity-driven way using our God-given gifts to provide creative, ergonomically safe work environments to help clients recruit and retain great employees and clients.

We hope to serve clients that share our spirit of giving back using retiring business assets to help charities by donating or reselling assets on behalf of our clients when providing our single source solutions. Our Newsletter and social media platforms are created to provide monthly content and ideas to become a trusted advisor in the facility and furniture solutions industry.



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