

## COMMUNICATION IS A MASTER SKILL

Today sis!

Is the day! The waitlist for the Legendary Leadership Method is open. Make sure you sign up even if you are already on my email list. Those on the waitlist will get exclusive access to me, offers and bonuses.

No matter what you want to do, communication is a key skill. Think about all the people you admire in your career. I promise you the one thing they all have in common is the ability to communicate their message in a way that allows them to reach their intended audience. This is the skill you must also have to be successful in your career. How we communicate, our tone, and volume are a reflection of our own thinking, environment and practice. As Black Women the practice has been to remain quiet or be frustratingly loud because our voices have historically been minimized, over-looked or dismissed. So it drives us to try to function without it. We do this by taking positions as individual contributors or even project managers (no shade, I'm a certified project manager). What I'm getting at though, is that these are roles that give us some ability to use our voice but no real authority to create change or lead in a way we desire. I call this "leading from the back". Let's be honest. You hate it back there because as quiet as it's kept, this is where all the mediocre people hang out. Black Women have been trying to "fit" into the best "roles" we know how and yes, these types of roles have evolved the status of Black Women in Corporate America but we can also see that it's time for the next progression.

When you prioritize your ability over your voice it keeps you reliant on others. In Corporate America results are determined by the conversation

not by the work. The person communicating the message regarding the results of the work is the person who will get recognized

I challenge you to listen for and cultivate the message that you want to communicate at work. You can grow your communication skills by:

1. Moving into positions that require you to use your voice.
2. Learning communication tools and techniques. For example, as your coach I'm not here to tell you what to say. That would just make you reliant on me plus my communication style isn't yours so now it's awkward. Instead I teach you how to build a 'Communications Bridge' It's a technique that will allow you to identify what needs to be communicated to get from where you are to where you want to be. So if what you want is a raise ' the Communications Bridge will help you identify what your boss needs to hear to buy into increasing your salary.
3. Practice talking about yourself. For most of us this is uncomfortable but the more you do it the more you'll master the art of communication.

Here's a gem for you sis. Communication is a master skill because it is also a tool. There are very few skills that can also be used as a tool. Here's what I mean. Learning to communicate is the skill and it's a phenomenal skill to invest in because once you've mastered it you can then leverage it for everything you want in your career. Every Leader you now is a great

communicator. They leverage their communication skills to speak to the people. They leverage their communication skills to influence change.

Confident Women Lead and Black Women are phenomenal speakers for change.