## Handout: Impact

Here are some simple ways to create impact with others:

* Be a listener. Listen more than you talk when engaging a person. People like to be heard and understood. In addition, being a listener gives you the ability to identify needs, which enables you to be a helper in those situations. Finally, listening to other people’s advice and recommendations demonstrates you value his or her thoughts, which creates a huge impact on them.
* Be a networker that networks both up and down. Do not just limit your networking to those people above you. This will be seen as self-serving and limit the impact you have on others. Remember to network with people at the entry level or with those who have nothing to do with your business.
* Be a seeker of feedback. Asking for feedback demonstrates your attitude towards learning and improving. Coming across as a know-it-all will create barriers. Be humble and ask for help and feedback now how you did. People will see you as confident yet willing and open to feedback. This is powerful in the workplace.
* Be ever enthusiastic about other people. Remember that networking is about other people and not about you. If your intent is to further yourself, you will not have any impact. Making other people better because of you creates an impact in other people’s lives. Be enthusiastic about this and always smile when doing so. This will create the most impact.