



REFLECTIONS



Build Your Own Table

In Episode 28 of the Dauntless podcast, we heard from Dr Keith Keating and Sean Stowers. They both expressed some big, important ideas on the learning and development industry, as well as how to increase performance in general.

One topic they both addressed is the idea of building your own table. What does this mean? It refers to the concept of obtaining a seat at the table. Meaning- you have finally achieved enough that you are recognized and invited to participate in the inner circle. This "inner circle" could mean that you're involved in big important meetings. Or your opinion is sought out for critical decisions. In short- your contributions are seen as valuable enough that people seek you out.

To take that a step further- Sean and Keith proposed building your own table. Meaning- you stake a claim within your industry, team or organization that belongs to you and only you. It means that you create such great value around yourself and your contributions that you are making your own way. Carving your own path. You are not merely an order-taker at an organization, waiting around to be told what to do. Instead, you have such strength and innovation that you create the charge.

How do you build your own table?

First- talk the talk.

Be a jack or jill of all trades. Know a lot, about a lot of different things. Understand and demonstrate business acumen. Know and use the vernacular of the industry in which you work. Be on top of current events and trends. Be such an indispensable resource of knowledge and skill that people can't help but be aware of and attracted to your table.

And then constantly upkeep your table. Maintain your value within your team and organization. Make it crystal clear what your contributions are and how you've moved the needle. Brag about yourself and your team's accomplishments. No one ever wins the race by being humble and shy. Tie to you work directly back to the larger organizational goals and mission. Ensure that you are an indispensable resource, and not only that- but you are a leader.

Second- walk the walk.

Cultivate your confidence to a level that is magnetic. Learn the nuances of body language, voice and overall presence so that you are able to consistently come across as strong, clear and confident. Have opinions and state them. Don't wait to be called on or invited- open your own doors and use your voice. Be decisive. Have a plan, and a constant problem-solving and forward-thinking attitude. Be **bold**.

Now It's Your Turn

Think about how your confidence level in all parts of your life. Your relationships. Your career. Your goals. How confident are you? How confident do you think you come across? What can you do to build your confidence and ensure that you're always displaying strength?

For example- can you enroll in an acting class? Toastmasters for public speaking? A stand-up comedy class? Sports conditioning? Consistently go to the gym. Study and practice professional presence. All of these things can help to boost your confidence. Write out what you can do below.

Know that it's ok to falter. We all have hard days and rough times. We all feel scared or nervous or weak sometimes. And that's ok. But we have to learn how to move past these hard moments and ideally- turn them into opportunities for growth and strength.

Build your own table.