

DR. LOIS FRANKEL

Get and keep the job you want.

If you think keeping your head down and getting your work done is the way to get noticed, you are sadly mistaken. Don't make the Martha Stewart mistake. Being "all business" can backfire. Lots of people get derailed because they lack a fundamental ingredient for sustained success. It's called *likeability*. In our office we have a very scientific test to determine someone's likeability quotient. We ask ourselves, "would I want to go have coffee with this person?" If the answer is no, the person fails the test. Increase your likeability by smiling and taking time to show a genuine interest in others. Ask about co-workers kids, movies they've seen, or for input on a challenge you're facing. Boosting your likeability will get you noticed a lot faster than burning the midnite oil.

For more information about how Corporate Coaching International can help you get and keep the job you want, or to have one of our coaches speak at an upcoming meeting or event, check out our websites at www.corporatecoachingintl.com or www.drloisfrankel.com.

Best regards,

Lois P. Frankel, Ph.D.