



## POWER POSTURE

You speak so loudly, without even saying a single word.

Good communication is the foundation of any successful relationship. It's important to recognize, though, that it's our nonverbal communication—our facial expressions, gestures, eye contact, posture, and tone of voice—that speak the loudest. In fact, nonverbal communication makes up for 55% of how we communicate to others, with language only making up 7%. The ability to understand and use nonverbal communication, or body language, is a powerful tool that can help you connect with others, express what you really mean, and build better relationships and trust.

The way you listen, look, move, and react tells the other person whether or not you care, if you're being truthful, and how well you're listening. When your nonverbal signals match up with the words you're saying, they increase trust, clarity, and rapport. When they don't, they generate tension, mistrust, and confusion. We communicate nonverbally with our facial expressions, our eye contact, our body movements and posture, our gestures, the tone of our voice and the physical space we take up.

If you were to think of a “depressed” person, you would likely describe them as slouched over, looking down, talking low and monotone, fragile and “shrinking.” If you were to think of a powerful and confident person, you would likely describe them as standing tall, having great posture, speaking loud and clear, making eye contact, and owning their space. Today, we're going to work on your physical presence by establishing a Power Posture. This Power Posture can be used whenever you're feeling low, stressed out, fearful or overwhelmed. It's meant to snap you into the physical embodiment of Power to incite the feeling of it.

**Complete these exercises:**

1. Stand with your eyes looking at the floor, neck and shoulders slouched down, and pelvis turned in. Stand with your feet close together. **How do you feel?** \_\_\_\_\_

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2. Stand with your feet shoulder width apart, firmly planted on the ground. Hold your head high, eyes firmly planted straight ahead. Your neck is strong, your shoulders are back and lowered, your chest is slightly out. You are breathing into your stomach, slowly and deeply. **How do you feel?** \_\_\_\_\_

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Posture plays a very important role in how we feel. It's a physical representation of our internal feelings that the world reads, regardless of what we're saying. With a simple switch in your posture, you instantly change your presence. You appear more confident, assured, and powerful, and it even gives the illusion of looking slimmer! (Bonus!)

**YOUR STEP OF GREATNESS:** Throughout the day today, focus strictly on your Power Posture. When you're sitting, when you're driving, when you're talking to a friend or coworker, notice which posture you tend to take and shift into your Power Posture whenever you become aware of it. If you need support in remembering, set 3 alarms a few hours apart.