

## Member's Quarterly

Winter 2022 Edition

### President's Message

## The Power of Being Positive

*Getting there is easier than you think*

**I**t's hard to be positive in the morning, even with litres of coffee. It's even more difficult to keep that mojo going all day when you're working from home. I like to work alone, but I have to say that I miss the contact and energy that others bring to my working day. Zoom is certainly not the best source of motivation and enthusiasm.

Keeping myself alert and motivated involves not only lots of caffeine, but also trying to keep my head in a positive space especially during the business day. That's true even if my workplace is my kitchen table. Studies have shown that all positive workplaces are more productive and even solitary jobs like sales can be more effective when they're done with a smile. I came across one report that claimed positive salespeople can sell almost 40 percent more than their grumpy co-workers.

Being positive can help you bounce back more quickly from the stings of minor and major setbacks at work. This resiliency can even impact your co-workers when you connect with them on the phone or via video conference. It brings a synergy to your workplace, real or virtual, that lets everybody build on the positive vibes that lead to greater creativity and effectiveness. It's hard to be positively contagious online but it definitely helps.

Misery may love company, but that's more relevant sitting on a bar stool than at your workplace or in your home office. It's really not fun being miserable. I've tried it many times. Each time I get myself in a funk, I wonder how I got there and remind myself to stay out of Miseryville in the future. How do I do that?

The antidote to almost any negative feeling, especially at work, is to find things to be grateful for. Someone once said that a grateful heart has no room for anger or hate or even misery. We need to remind ourselves often of all we have to feel grateful for. I believe that's true. Another way to change your attitude is to offer to help someone else. A colleague may be having problems managing three young children and their share of a big project. You can't help with childcare, but you could help them with the project at work. As soon as you get out of yourself, you will feel better and more positive. Try it and see how it goes. If it worked for me, it can work for anybody.

We don't have to be Pollyanna's. Let's just do our part to bring good energy to our work. You have nothing to lose but your misery.

*Brian Pascal is President of IPM [Institute of Professional Management].*



**Brian W. Pascal**  
RPR, CMP, RPT  
President