

Client Corner: Chanel du Plessis, Pinnacle Marketing

Before my LMI journey I was in a very awkward spot. I honestly felt discouraged, stagnant in my position and I doubted my value as a team member - was I even making a difference, would it make a difference if I wasn't here anymore, am I actually of value to the team & company...but one of the very first things I learned was that I am here because I deserve to be here and I had to stop questioning myself and allowing myself to become discouraged.



I have learned how vital it is to be aware and present. That the thoughts we hold are accepted as instructions - all negative thoughts held, will therefore be accepted as instructions and by doing this - I would actually be guiding myself to fail - however by thinking more positively and having the Right Mental Attitude, my positive expectancy will create the reality.

In dealing with people I have learned that I need to cater to their feelings, pride & emotions and think of how the other person may feel. In this, it stood out for me that you cannot overhaul the mind of the listener but you can waltz with their feelings & emotions.

This course was set in place to prepare us for management - before we are a leaders, success is all about growing ourselves. When we become leaders, success is all about growing others (Jack Welch); therefore as we are here today we need to lead without a title and this is something very important to me. I have a few quotes from Rob Sharma that I would like to share as it really stuck with me:

- Leadership has less to do with the size of your title than the depth of your commitment
- It's about a choice you can make to do your best work each & every day, regardless of where you are planted
- Hunt for opportunity amid every adversity
- Leaders without a title are different. They get that they have power. It may not be the power granted through a title like CEO or Director, but they have power. And that's the power to see

opportunity amid crises. That's the power to drive positive change. That's the power to encourage everyone on your team. And it's the power to step into the person you've always longed to be

We are here to grow and to keep on growing & developing ourselves even after this course has come to an end. We need to remember that there is nothing enlightened about shrinking so that other people won't feel insecure around us

LMI has taught me the value of been a good listener, asking questions and doing my utmost to understand what people are trying to say and mean and with this I've been given the skills to know how to handle an argument and how to overcome obstacles.

Despite the multi-tasking stereotype that has been placed on mostly woman these days - I've learned that I can only do one thing at a time and I need to put first things first. I need to eliminate negativity and learn to say no.

I've learned the importance of team work and been able to apply the collective knowledge, skill, experience, power, creativity and insight of everyone on the team to accomplish a given goal. To see the value in another team member's expertise & experience and that the team's goals must always be consistent with the overall goals of the company and that the key to reaching these goals are working together as a team

Maya Angelou once said: "You can do what I cannot do. I can do what you cannot do. Together we can do great things!" and this speaks volumes to me when it comes to teamwork

For me, this course has highlighted enthusiasm as the outward reflection of my inner desire and that the desire for success implants success consciousness. I've learned how to crystalize my thinking and be specific in the goals I wish to accomplish and achieve success, they say luck is when preparation meets opportunity and opportunities never come to those who wait - they are captured by those who dare to develop dogged determination

I now know that I should never sell myself short and I should never allow myself to become discouraged - that I should always do my best and never give up and even though developing trust takes time, effort & commitment, I've learned that I need to let go of the past and trust people.

Finally, I would like to close with this quote:

"The greatest gift you can give to someone is your time. Because when you give your time, you are giving a portion of your life that you will never get back and I would like to thank you Naomi for sharing your time and knowledge with us as I know for a fact that we have all benefited from this."