

EPISODE 127: THE AMAZING POWER OF A COMPLIMENT

1. COMPLIMENTS CHANGE LIVES

- Short term power: NYT article by Carolyn Bucior, “How to Accept a Compliment.” Receiving a compliment engages the reward system of the brain.
- Long term power: a simple compliment can redirect an individual’s entire life, shift their belief in themselves, resurrect hope or confidence, motivate them to take a chance, see their potential, or own their talent in a particular area.

2. COMPLIMENTS START CONVERSATIONS

- Compliments are a pleasant way to start a conversation with another person.
- Compliments are a microburst of connection with another person. (Not deep or long: just a brief, innocent, and pleasant moment of humanity with someone; no other hidden agenda.)

3. IDENTIFY YOUR RESPONSE STYLE

- Astonishing number of people have no idea how to respond to a compliment.
 - Deflect it.
 - Dismiss it.
 - Minimize it.
 - Laugh it off with self-deprecating humor.
- Why some people are uncomfortable accepting a compliment.
 - Don’t think they are deserving of a compliment.
 - Afraid to appear mildly arrogant if they accept it.
 - Uncomfortable with a brief human moment of connection.

4. FOCUS ON YOUR FIRST WORDS

- Don’t dismiss a compliment.
 - “It was nothing.”
 - “All I did was ____.”
 - “It wasn’t that difficult.”
- Try practicing a new word choice that receives the compliment, affirms the giver, and brings some positive energy to the moment.
 - “Thank you. What a kind thing for you to say.”
 - “Thank you, I appreciate that you noticed.”
 - “Thank you, I’m so glad you liked ____.”
 - “Thank you, that means a lot to me.”
 - “Thank you for taking the time to mention that.”
- Make the giver of the compliment glad they said something you appreciate.

5. BE A GIVER OF COMPLIMENTS

- Look for simple but sincere ways to provide a microburst of connection with those around you.
- When appropriate, notice things like someone's effort on a project, a valuable insight, a great attitude, a great spirit, a great skill, or simple things like a nice smile, gracious manner, or terrific disposition.
- In doing so, you might create a pleasant moment in their day. On some occasions, you may profoundly impact the trajectory of their entire life and you will not even be aware that you did it.

Are there other communication-related topics you'd like to hear the Communication Guys address? Let us know on our [Facebook page](#).