

Yammerer, "I Think I Can!"

Laura Novakowski

*I'm not good enough.
I'm not smart enough.
I'm not attractive enough.
I'm not deserving of a promotion or a healthy relationship.*

Now it's your turn.
I'm not ...

Choose Your Yammering

August 2009

<i>Yammer, "I Think I Can"</i> Laura Novakowski	Page 1
<i>Do You Sales Yammer?</i> Leanne Hoagland-Smith	Page 3
<i>The Yammer Inside My Head....</i> Judy Rienzi	Page 4
<i>A Yammer Can Hijack</i> David Sorin	Page 6

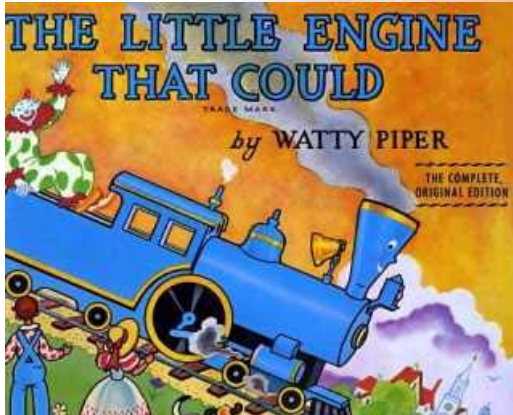
I've come to realize over the course of time, that the greatest yammerer, the voice that hammers at me day-in-and-day-out, is me. This is that little voice that becomes so loud that it can and does make or break a person, a family, a career, a community, or a world's spirit.

How can we change the recording in our head so that we can appreciate our ability to thrive and grow, learn and lead personally and professionally? How can we change our heads so that we allow our hearts, our passion to believe the following...

*I am interesting!
I am making a contribution!
I am terrific!
I am a great writer!*

Now it's your turn.
I am ...

There are actually many techniques and tools to help us take better care of heads so that our hearts, our soul, our passion and our purpose are achieved. Fortunately, for me, I tend to by nature be a person that sees the cup more than half full and often overflowing, but even I need help sometimes.



**"The more man meditates upon good thoughts, the better will be his world and the world at large."
Galileo**



Laura R. Novakowski, RN, MBA, President
Positive Power Strategies, Inc.
A National Organizational and Personal Development Firm
3 Thorny Apple Drive, Hunlock Creek, PA 18621
Phone: 570.477.3388 or check out the website:
<http://www.positivepowerinc.com>
*Inspiring People to Discover Their Capacity
for Amazing Health & Wealth*

How can we change our yammering to words and pictures that can help us to become a person that we have great love and appreciation for? We can start in the children's section of the bookstore or library and read **The Little Engine that Could** by Watty Piper.

The Little Engine that Could is one of my favorite children's books and the reason is this little phrase that plays over and over again,

"I think I can!"
"I think I can!"
"I think I can!"

If we chug along with that thought in our heads, it becomes surprising how we view ourselves very differently and are able to achieve extraordinary results. Let's put it to use right now...

Do you want to lose weight? Yammer, "I think I can!"
Do you want a new job? Yammer, "I think I can!"
Do you want a new relationship? Yammer, "I think I can!"
Do you want to write a book? Yammer, "I think I can!"
Do you want to be courageous, successful, happy, at peace? Yammer, "I think I can!"



Now, let's move into the psychology section. Denis Waitley wrote a book and created an audio book entitled, *Psychology of Winning*. Dr. Waitley details the "Ten Steps for Winning" often put into practice by Olympic athletes and top executives alike. One of the "top steps" is positive self expectancy. This one in particular certainly can help us to improve that yammerer in our head and position ourselves for a more effective, productive, happy and healthy life. In order for us to create positive self expectancy, we must use our self talk - our yammering to create our own "little engine that could."



Reframing our thoughts and our words into strong, positive, affirming statements is the key. Index cards are a fabulous pocket-sized tool for everyone. The one side is lined for words. The opposite side is blank and a great place to draw a visual or take a picture and tape it on the card. The little index card is the perfect vehicle to pen strong, positive affirmations to set your thinking straight and create strong visuals to help you wrap your heart around feeling successful.

The problem with most of us is that we seldom shake ourselves and wake ourselves to yammering that goes on in our heads. Unfortunately, the yammering today is destructive and limiting. We find ourselves becoming less and less.

Our dreams fade. Our lives fade. When with a little conscious effort and positive self expectancy - our dreams grow and our lives flourish, because the yammer writes, draws and says,

"I think I can!"

Do You Sales Yammer?

Leanne Hoagland Smith

**“The single biggest problem in communication is the illusion that is has taken place.”
George Bernard Shaw**

Social networking has extended into the far reaches of most organizations whether the bosses or C Level teams know it. One site or software program is even called Yammer and has become a tool for internal communication between employees. (Think Twitter internally.)

For many Yammer has a far different connotation. Do you remember people talking about those folks who just “yammer away day and night?” The folks “yammering” were talking about nothing or talking just to hear themselves talk. Have you met any people who yammer? What were your thought about these individuals?

In sales, this happens more often than not. Salespersons are so busy telling (yammering) about their products, prices or proposals that they fail to really do any selling. The belief is if I out talk the potential customer (a.k.a. prospect) I shall eventually earn (close) the sale or silence is not golden. Yammering is not selling.

What would happen if you stopped being a sales professional who yammers and start becoming a person who actively listens with a focus on **CLEAR** communication? To demonstrate such behaviors you begin to listen for **Clarity** to separate the tangibles from the non-tangibles and the knowns from the unknowns.

Next you listen to **Legitimize** the real problems not the symptoms posing as problems.

Emotions are also present within communication process from the ones you hear (verbal) to the ones you see (non-verbal). With over 90% of all communication being non-verbal, there are a lot of emotions being communicated without a signal word.


People who do not yammer have the ability to listen for **Agreement**. This one word is very powerful because it creates common ground between the individuals involved.

Finally, when you stop yammering, you can listen for **Retention**. What is the other person saying. In sales, what has been spoken has been said before but was not retained.

In sales, silence is not only golden, but it is green. When you no longer yammer, you can stuff more dollars in your piggybank and have truly great relationships based on mutual respect. Leave the yammer for those who do not know better and deliver **CLEAR** communications.

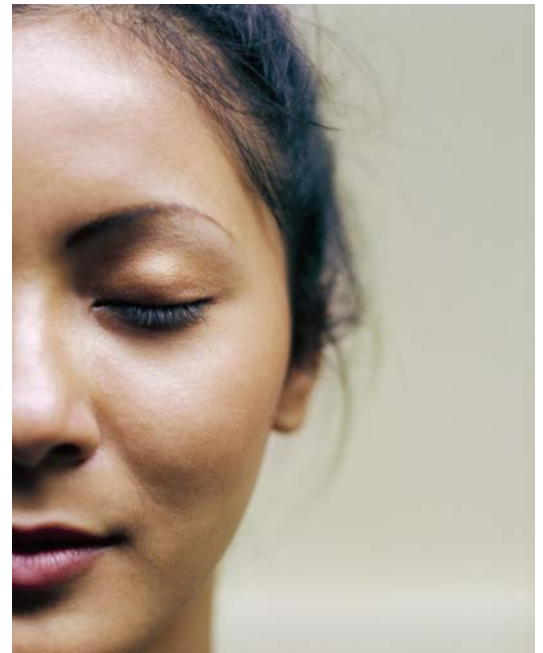


Leanne Hoagland-Smith, Chief Results Officer
ADVANCED SYSTEMS
International Human Capital Talent Management Firm
508 Sunshine Dr., Valparaiso, IN 46385
219.759.5601 Main or visit the website
<http://www.processspecialist.com>
Unlocking Results in the Greatest Asset – Your People



Affiliated with SAC

*The Yammer Inside My Head...
That Keeps Me Awake
Judy Rienzi*



Insomnia is one of the most common medical complaints among people. Half of the people who experience insomnia blame the problem on stress and worry. Left untreated, a lack of sleep not only zaps your energy, but overtime will interfere with quality of life. It can affect mood, health and work performance. Insomnia can lead to depression, obesity, poor immune function, and heart disease, to name a few. According to the *National Sleep Foundation* "There is a wealth of research indicating that people with insomnia have poorer overall health, more work absenteeism, and a higher incidence of depression".

There are many reasons why people have insomnia. But if you are battling stress and worry, then there are a few natural ways to calm that yammer inside your head. Journaling and Imagery, when used together, can heighten your awareness about yourself, your habits and your inner self talk. They can separate fact from fiction, which is usually what all the yammer is about. Both modalities open one up to the script in our head that keeps us from moving forward in life.

Journaling: Sounds simple enough. However, its simplicity can be a powerful tool. We are what we think. Writing down our thoughts, feelings and emotions, allows us to observe ourselves. In writing, we can determine what is real, make choices and take action. Start by focusing your attention on your thoughts, images and internal chatter. Write them down. It doesn't have to make sense. It doesn't even have to be complete sentences. Just whatever the yammer is inside your head. Next, scan your body. How does it feel? Is there any pain, tension, burning, numbness or any other sensation? Write down your emotions, mood, anxieties or worries. At the end of the day, review your observations. What insights about yourself have you learned? What have you realized? What choices can you make? What is the next step? Connecting with ourselves through journaling allows us to slow down, discard what is not real- the chatter- and take necessary steps to work on what is real.

Imagery: In ancient times, the Greeks viewed the imagination as an organ, like a heart or a liver. They knew the power of the imagination can be used to explore our inner world, create the life we want, and bring about natural healing. Imagery is a two way communication between the conscious and unconscious mind. The flow of thoughts and emotions between the mind and the body creates a natural state of balance that supports good health.

Uncontrolled imagination is our usual reaction to a stressful event. We think of every possible future disaster or past grief. This sets off a chain of events within our body that leaves us tense. When our imagination turns to pleasant scenarios, we have a very different reaction. We've tapped into our relaxation response, giving us a sense of calm. By tapping into the relaxation response, it can diffuse the harmful effects of the stress response.

Next time you awake during the night, take notice of your thoughts and emotions. It is these thoughts that keep you awake, creating more anxiety with each passing hour.

Here is a sample image you can use to relax, day or night.

If you awake during the night with racing thoughts, lie on your back and close your eyes.
Take a few slow deep breaths to center yourself and relax.
When you are ready, image yourself in a place were you feel peaceful and calm.
Let yourself be fully engaged by recruiting your five senses.
What does this place look like, feel like, smell like, taste like, sound like?
Take your time with this and notice how you feel.
Stay here until you are relaxed and fall asleep.

The yammer in your head is now filled with relaxing images, calming your body, helping you to sleep. This is your image and can be recalled anytime you need it.

If you're looking for more info on journaling and imagery, try these.

www.healthjourneys.com
for Imagery CD's

Guided Imagery for Self-Healing;

Martin Rossman, MD

Journaling for Joy: Writing Your Way to Personal Growth and Freedom

Joyce Chapman, MA



Resources for the Article

American Holistic Nurses Association;
Beginnings Magazine,
Spring 2009

Mayo Clinic.com

National Sleep Foundation

Judy Rienzi RN, MS

Certified Integrative Imagery Practitioner

Health Promotion Associates, LLC

Creating Strategies for a Healthy Life

judy@healthpromotionassociates.com

www.healthpromotionassociates.com

A Yammerer Can Hijack

David Sorin

Yammer is not a word that I recall ever using in conversation or in writing – which makes it an interesting topic for an article. Viewing the definitions set forth in the internet dictionaries, it is clear that the word has a negative connotation. Going back to

Middle English and Middle Flemish, the word originally meant to lament or be sorrowful. That definition has evolved in modern times to “whine or complain” or to “talk loudly and persistently.”

So, one who yammers is like the sound of a dentist’s drill to those who have to listen; or in a worst case scenario, the sound of fingernails on a blackboard. Yammerers are to be avoided. But let’s, for a moment, take up the case of the poor yammerer. She probably does not wish to be that way. Why would someone feel the need to yammer? Obviously, she is not happy- whether in general or about a particular topic. It is hard to go to work each day and be unhappy. So, perhaps she is in the wrong job or even in the wrong workplace. Perhaps there is not a cultural fit. Perhaps she gets no support for any of her ideas.

Research shows that a high percentage of people unhappy in their jobs do not have a good relationship with their supervisor or manager. Suppose the problem is really the yammerer’s boss and not the yammerer? Maybe the yammering has merit. And maybe it has been ignored because of the way it has been presented rather than because of the substance of the yammering.

Maybe the yammerer is an innovative, creative and knowledgeable employee being stifled at work. Do we want to ignore her because of her presentation? Coaching and mentoring might help this person become a valuable contributor. Her words, spoken in a different way and a different context, might actually benefit the organization. If she does not change the way she presents her thoughts, she may be doomed, liked Cassandra of Greek myth, to be ignored and disbelieved even though she spoke the truth.

Yammering is a form of communication, which is a process involving an idea presented by one and absorbed by another. Clearly, there is a problem in the process when the communicator is viewed as a yammerer. It could be the communicator, in which case she can be coached or mentored to change her communication style. But it might be just as likely that is the communicatee. Those that close their ears to a person without really listening or engaging may be provoking the yammering. We should make a point of giving everyone their “say”, get it out on the table once and for all. This process involves empathy, fairness and patience.

Those that ignore yammering may be stuck in the status quo, unwilling to make changes necessary for the sustainability of the organization. The yammerer may be on to something that nobody else is willing to see. I wonder how many great innovators and inventors and thought leaders throughout history might have been called yammerers as they tried to convince others of their ideas.



This does not mean that a yammerer can hijack everyone's time and schedule by being allowed to go on and on. There needs to be a point where enough is enough, whether valuable points or nonsense is being yammered. Freud said (or was it Woody Allen?) that sometimes a cigar is just a cigar. Well, sometimes a yammerer is just a yammerer, with no redeeming qualities. A good leader will recognize the situation and act accordingly. Change the yammerer through coaching and mentoring; change the conditions being yammered about where merited; or help the yammerer transition out of the organization.

What are some ways that you have been hijacked?

When and how have you been the hijacker?



David Sorin, Esq.
Management Mpowerment Associates
National Organization for
Coaching, Leadership Training and Practice Management
658 Thomas Jefferson Rd. ~ Wayne, PA 19807

Excellence is always an option.

www.managementmpowerment.com ~ david@managementmpowerment.com ~ 610-783-5305