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Power Choices© November 2008

Power Choice – Authenticity

Definition of Authenticity (According to *The Free Dictionary by Farlex*)

"The quality or condition of being trustworthy or genuine."

Synonyms for Authenticity: Accuracy, truth, certainty, validity, reliability, legitimacy, verity, actuality, faithfulness, truthfulness, dependability, trustworthiness, authoritativeness, factualness

Why is expanding your Authenticity Potential important in your life or work? In a time where nations, communities and people are struggling economically, ethically and emotionally being **authentic** is one cornerstone to our personal and professional success. The more we infuse the virtue of **authenticity** into all aspects of our lives, the more likely we will be to attract positive people, influences, opportunities, health and wealth. *Does that sound like a good enough reason for you?* If not, you can stop reading right now!

How can we demonstrate Authenticity in our lives? Focus on T.R.U.T.H.

Trust that it is always better to do the right thing, not just do the thing right.

Realize that it takes two to make a relationship work, however the only one you can control is yourself.

Understand and promote your strengths, while remembering people are hired for their skills and talents.

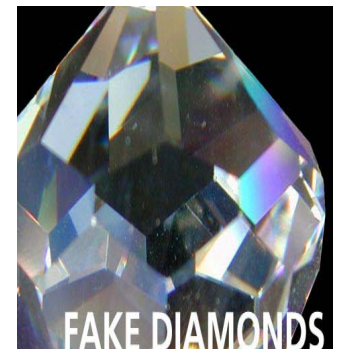
Tactfully approach giving feedback or advice, keeping in mind, people are fired for their attitudes.

Honesty is still the best policy.

When we display **T.R.U.T.H.**, we show up **authentically**.



According to Merriam-Webster Authentic is “akin to Greek *anyein* to accomplish and Sanskrit *sanoti* he gains”



**“Personal contacts
and experiences help
shape our thinking.”**

Anonymous



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"Authentic empowerment is the knowing that you are on purpose, doing God's work, peacefully and harmoniously."

Wayne Dyer

Follow the "Triple Filter" Rule
Be Authentic with Yourself!

Laura Novakowski

The "**Triple Filter**" rule comes to mind for me when I think about behaving with **authenticity**. What's the "**Triple Filter**" rule? Socrates came up with this concept centuries ago for communication and dialogue - "*Is it true? Is it kind? Is it necessary?*"

I'd like to frame this concept a little differently for you. Who do we have the most conversation and dialogue with at any given time? It's my opinion that it is our selves. So why do we so often "lie" to ourselves?

Recently, in the Dodgers versus Philly's race to the World Series, I saw the Dodgers lose the game. Now, I'm from Pennsylvania and root for the home team, however, I do like to see both teams play well. Instead, I saw and felt players who failed to be **authentic**. If they would have engaged the "**Triple Filter**" rule- they might have won – at least the outcome would have been much better than 5 to 1.

First, one might ask, "*Is it true?*" When one of the players had 2 errors on 1 play, you could see him starting to believe he was a jerk and a really bad player. I felt his disappointment as I saw his eyes say "I believe that I'm not really good enough to be here." That became his truth. When in reality, his truth was he had played good enough all season to get there and was having a bad moment. If he would have been more truthful with himself, I believe there would have been a big difference in how he played the rest of the game. If he was **authentic** with himself, he would have told himself the truth that he is a great person!

Next, this same player could have asked, "*Is it kind?*" As other players attempted to give him support, he responded quickly and then moved off to the side - alone. Head down in his hands, he continued to punish himself. Of course the camera was being really helpful and would close in on his face. His anguish for me was palpable. He struck me as the kind of man that would have attempted to help someone else out and say – "give your self a break, everyone makes mistakes." Does this resonate with any of you – do you believe it's better to beat yourself up for hours, days, weeks, even years for a mistake. The kindest thing to do is be **authentic** and forgive yourself.

Finally, "*Is it necessary?*" to beat yourself, berate yourself and change your beliefs and thoughts about who you are from a few seconds under pressure. I don't believe it is necessary. What I do believe is that using the *Socratic Rule* can and does help us to become more **authentic**.

Why not try *the "Triple Filter"* rule?
And, become **authentic** with yourself!



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The Authentic Obstacle

Leanne Hoagland-Smith, M.S.

"Perhaps the most central characteristic of authentic leadership is the relinquishing of the impulse to dominate others."

David Cooper

What is keeping you from being **authentic**? In many cases, the first obstacle is you. As Pogo said: **"I met the enemy and he is me!"** How often do we lie to ourselves to justify our behaviors? In many cases these justifications are manifested through our daily actions and reactions. The reflection in the mirror is so dirty we cannot see who we truly are or the affects our behaviors have on others. We are so focused on ourselves that we forget to think of those around us.

The book **Leadership and Self Deception** published by the Arbing Institute provides great insight into how we continually deceive ourselves by being inside the box. This ongoing deceit keeps us from being **authentic**. The results are manifested by how we treat others and eventually blame others because we, heavens forbid, cannot accept the real source of the problem – **Ourselves**.

Hundreds of years ago, William Shakespeare penned these words *"This above all: to thine own self be true, And it must follow, as the night the day. Thou canst not be false to any man."* Shakespeare was writing about being **authentic**. For if you cannot be true to yourself, how can you be true to anyone else?

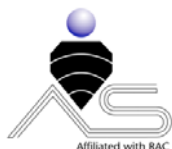
Leadership begins with being true to yourself, first. In working with clients, I call this "Self-Leadership." For if you cannot lead your, how can you lead others?

Returning to the book **Leadership and Self Deception**, this is really all about self leadership and the process of individual discovery by using the concept of being in or out of the box. To be **authentic** means you must examine your actions with an open lens. This lens is not covered with the filter of self-deception.

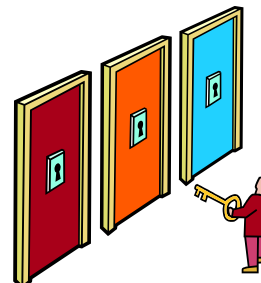
This process, to be **authentic**, is not easy. However, the parable in the book provides additional insight as to how to step out of our box. Essentially, when we are in the box (unauthentic), we view others and ourselves as objects. As we move out of our box, we begin to see ourselves and others as people instead of objects.

By being in the box, we also create negative energies that generate negative behaviors by others. For example, when someone does something right such as coming home on time, we look to connect past wrong behaviors (lateness) to current right actions. Essentially, we discount the person's recent achievement and focus on past mistakes. The end result is two unhappy individuals.

Keeping our ego at the door by continually connecting with our core values is a great strategy to stay **authentic**. Recently, I had an opportunity during a networking event to speak about my company. The first thing I did was to thank everyone at the table for their referrals and for thinking of me. Years ago, I would not have taken this action. Learning how to manage my ego and realize that I am my greatest obstacle helps me to stay the course and be **authentic** to those around me.



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Improving Profits & Productivity
By Building Loyal Customers & Raving Fans
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**The Power of Your
Signature**
Stephen Sisselman

Question for the Month: What does your signature say about you?

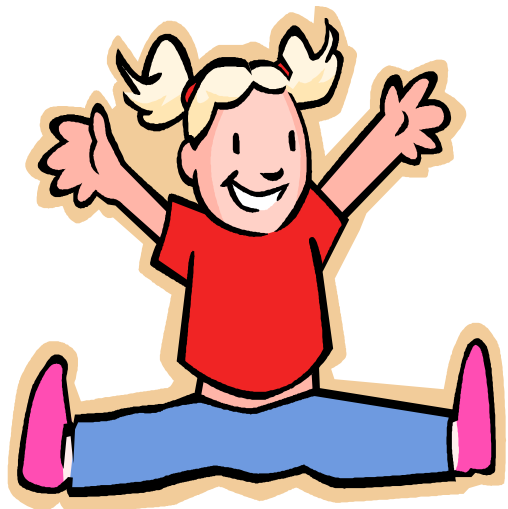
The evaluation of an artistic piece is often judged on its **authenticity**. Art connoisseurs will look for certain characteristics and style that show a piece's value. In addition, an artist will sign their piece saying this is my work and represents my style. Each person on our planet is an artistic masterpiece made up of different styles, colors, signatures (DNA, is the best signature we have), and most importantly value. It is up to each individual to discover their own value, or what it is that makes them have **authenticity**.

Taking a moment to reflect on our own **authenticity** can help us remember our worth and value to this world in the face of hard economic times and changing political climates (both in government and in business). When was the last time you signed a document? Was it a lease, an adoption certificate, a marriage license, a driver's license, a check, authorization for an employee's day off, or maybe a letter or card saying happy birthday to a friend or loved one? Your signature represents agreement with a set of values, and is accepted as authentic. Look at what you have signed in the past or will sign over the next month and see if your **authenticity** is reflected in your signature.

As you looked at what you have signed, was there a sense of confusion over what that signature meant? Was what you are signing really indicative of **you** who are? Do you know who you represent or what your values are? Start a list of those things that are important to you. Do an impromptu 360-degree evaluation asking your peers, your superiors, and those you are responsible for as to what your signature means? Chances are there was at least one thing on someone's list that you never realized. Take a moment to add the positive values that others see you have and add them to your own list. Then, look at those perceived values that others may have noticed that are negative to you and create a goal to "align the values I feel my signature shows others to what they feel my signature means to them."

Honor your **authenticity** this month, give thanks to yourself on a job well done for being the best you can be, and always striving to be better! Now, that's the *power of your signature!*

Make everyday a day to remember!
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Special Section
Laura and Leanne



An Authenticity Checklist

Understanding Yourself

I have taken the time to confirm my information and facts before I make a statement or take action that will affect or influence others. Yes ___ or No ___

I take the following actions to validate my information and facts:

▲ _____	▲ _____
▲ _____	▲ _____

I believe that being truthful is a cornerstone for healthy personal and professional relationship? Yes _____ or No _____

Identify 4 ways that I am truthful and trustworthy with myself

1.	3.
2.	4.

Identify 4 ways that I am truthful and trustworthy with others

1.	3.
2.	4.

I believe that I have an opportunity to change one behavior that affects my authenticity with my self and others. Yes ___ or No ___

Identify 4 ways that I can change my behavior to enhance my authenticity with my self

1.	3.
2.	4.

Identify 4 ways that I can change my behavior to enhance my authenticity with others

1.	3.
2.	4.

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