

## Asking | Enthusiasm

You have a natural wellspring of Enthusiasm. Your upbeat attitude spills over into almost every aspect of your life. At the very core of your personality is a positive, can-do outlook. You realize that many obstacles and barricades can be made to have a good outcome. This certainty pushes you forward and allows you to push your clients forward as well.

Your Enthusiasm can be a powerful force in moving others to action. Often what stops a person from moving forward is not a careful logical analysis of a proposition, but rather an emotional reluctance to take risks. Your own positive nature transmits comfort that allows them to move forward. Your customers and colleagues will see you as a cheerful optimistic go-getter. Then Enthusiasm will also allow you to navigate through the various ups and downs that can occur in any business cycle. You will not allow yourself to get depressed, but rather will keep plugging away with the absolute conviction that something good is just around the corner. The genuineness of your positive attitude will help you gain commitments from your customers.

**Collaboration Alert:** In simple circumstances, your Enthusiasm may well be enough to carry the day. In more complex situations you will need to add problem-solving and sound reasoning to build a case for action. Enthusiasm can be a great deal more effective with a well-thought-out plan.

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**The Science of Performance**