

Module 7 Transcript

EQ Is The New IQ To Be Undefeatable

Welcome to module seven. ***Five emotional intelligence traits that can make you a better leader in these uncertain times.***

This one shift in developing your EQ can change your life and make you even more successful in life and business.

Leaders with emotional intelligence are more effective because you have a greater understanding of yourself, your team, and how your actions impact success.

Here are five traits to cultivate as a leader to improve your EQ and as a result, improve your performance.

Here's how it works. Your EQ can be improved.

It's like software, it can be updated.

Trait number one is self-awareness and self-reflection.

Self-awareness is recognizing and understanding your moods, emotions, and drivers as well as their effect on others.

Leaders with EQ work better with others, are better listeners, are open to feedback, and show more empathy.

Acknowledging your emotions has shown to be a powerful tool to lessen the intensity of an emotional reaction. After pausing and acknowledging, you'll already feel better and more able to **respond rather than react.**

The next step is practicing self-regulation.

This is looking at your personal accountability as a leader in order to avoid yelling at people because they won't perform well or be as motivated when you do.

Take a pause when you're frustrated, angry, or upset before you say something you'll regret. I have my clients take a six-second pause and do a box breathing where you inhale for four, hold your breath for four, and exhale for four four times to quickly assess how you feel. These tools help my clients deal with work setbacks and life setbacks in a more positive way. They ultimately feel better because they're proud of how they handled stressful situations without taking home those bad feelings you get when you lose your temper.

Trait number two is empathy.

Your ability to understand and share the feelings with your team and put yourself in their shoes is important.

Empathy is a key part of successful relationships and EQ.

Why is it so important? Without it, it's difficult to reflect on the effect your actions have on others.

If you don't think about how other people might perceive your actions, you can't self-regulate effectively either. Empathy also helps you understand the circumstances your team is facing and how those circumstances impact them at work or at home.

Having **empathy** has a positive effect on both your work and your life experience.

Trait number three is to cultivate more optimism.

People with a high degree of EQ demonstrate **optimism** during challenging times and events. And we've all had plenty of them lately.

To improve your optimism, ask yourself three questions related to your current circumstance.

- Am I thinking this is permanent?
- Am I feeling this is widespread or pervasive?
- Am I giving up my power?

Then step back and reflect and gather evidence for these thoughts. If they're false or inaccurate choose more realistic, accurate, and positive thoughts.

Trait number four is focusing on what you can control.

When you face a setback like we all have, take in the whole situation and separate the parts you can control or influence from the parts you can't. Focus on what you can influence and notice how much more confident you feel about being able to overcome a setback.

Trait number five is be kind wherever you go daily and level up your social skills.

From your uber driver to your baristas etc., say good morning and smile at people. Kindness is a priceless asset and social skill to have it at your disposal as a leader.

These are the tools that are necessary to put all the knowledge, insights, and **empathy** you're cultivating into practice.

Having a higher EQ helps you deal with all the uncertainty and challenging situations we've all been through, and develop mutually beneficial relationships.

It's a key to navigating uncomfortable conversations and situations, resolving conflict and better communication.

Here's the takeaway, the level of **EQ** you're able to cultivate has a remarkable impact on the people around you. And in many cases, on the trajectory of your business life and career.

I'm Lisa G and I'll see you soon.