

Graciousness and Growing Your Business

You will have a business full of clients that want to do business with you because they are being heard and being appreciated.

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As the movie “The Secret” called out to us to always have an attitude of gratitude, people began to reflect on how and if they were doing it enough. An occasional ‘Thanks’ as you are passing in the hall, or “Thanks a lot’ thrown on the bottom of an email was no longer enough. We all began to know what we already knew.

We have to be grateful and gracious to others if we are going to grow in life or in our business.

Of course my parents did as most of your parents did and told you to always be polite and say thank you. It was a lesson well learned but never brought to the level of gratitude that is necessary. My second lesson in gratitude came from a job I had working for a multi million dollar broker. I was taught to always allow for graciousness to be a part of who I was. Never use up my allowance of help from others because they will not be there when I need them if I do.

The word gracious became an important thread of my being. I would thank people in a more sincere meaningful way. I would send cards and let others know that I appreciated them. I would send my praises of thanks out to the universe.

Then came the real gratitude of knowing how using this in your life and business can and will make all the difference in the world. If you want to grow your business quicker, faster, stronger than ever before, then Grace

or Gratitude must be your middle name. Don't put this off as something you do enough of or something that isn't important.

Just as great customer service is the first commandment of good business, being gracious is a foundation point of running a business.

First thing you have to do is be grateful that you have a business. Then be grateful for every thing you have learned from staff, customers, fellow employees, bosses, etc. Second you have to be grateful for the challenges and opportunities that lie ahead. And then be grateful for the ability to do your job or business better than anyone else.

Next you want to think of the ways you can graciously be towards others that are helping you. You may not have a business except for the fact that people refer someone to you. For referrals you would graciously give them ten to fifteen percent of the sale because you didn't have to work for it. For business clients, what more can you provide them in product or service that would enhance their experience in buying from you? For vendors that make your life easier and get you product or services you need; what graciousness can you show them?

There is a vast circle of showing gratitude that needs to be an in depth part of your life and business.

Whenever you have a moment, silently say thank you for all that your business has blessed you with in your life. Whenever a moment comes up that you can shake someone's hand, give them a hug (if appropriate), or give them a present or dollar value added, make it happen!

You are not going to be able to count in your banking account, or see in a safe somewhere all that has transpired because of the graciousness you have show to others in your life and business. You are not going to be able to brag about being the best liked or the most sought out after.

But what you are going to be able to do is have a life that is full of peace and joy because you are doing the right thing.

You will have a business full of clients that want to do business with you because they are being heard and being appreciated.

And in saying all of this, I would like to take a commercial break (or a shift in reading as it may be) to say **THANK YOU!** I have been writing for The Network Marketing Magazine for a year now. I so appreciate all the readers that have taken the time to read my articles. *And especially grateful to those that have taken the time to visit my website and sign up for my newsletter.* I graciously cyber hug all of you and on a heartfelt note say THANK YOU!



Laura Johnson is a Certified Comprehensive Coach and a Dynamic Speaker who helps her client/customers get laser focused, organized, motivated about their lives and business. Her goal is to make this *THE most successful year for her clients/customers*. You will want to go to her site now and get the **e-Book** that will make your day and your business "*Marketing for the Totally Terrified*". The website is **<http://www.makeyourpromotionhappen.com>**.

