

Mirror, Mirror—The Key to Success

Do you really hear what you're saying? Many of our limiting beliefs are so deeply ingrained that we repeat and reinforce them in our daily conversations without even recognizing them.

That's why mirroring is a great tool to help break out of limiting patterns. In a mirroring session, you describe your goal, current project or vision for the future, and your coach will reflect back what she's heard you say. The result is empowering and enlightening as you realize the power of your words to reach—or delay—your success. Once you're aware of the way limiting language creeps into your conversations, you can replace it with empowered words that speed you on your way.

Mirroring works by making a person aware of what they're really saying and how their words affect perception. For some people, that can be recognizing the "shoulds" that crowd in and make life rigid. For others, it's becoming aware of a long-time pattern of side-stepping praise and giving self-deprecating replies. Another common example includes unconscious negativity that creeps in, focusing on the risks of every new endeavor instead of the opportunity.

Mirroring is conversational. In mirroring, your coach listens intently not just to what you're saying (the concept) but to how you say it (the words, body language and nonverbals). By gently replaying the actual content ("What I heard you say was..."), the coach creates a safe space for you to see what others are really hearing. This is the first step to changing limiting patterns and changing the way others see you on the job and in relationships.

Experts say that our most successful conversations happen when both parties unconsciously mirror each others' body language, vocal patterns and pitch. By mirroring the verbal and nonverbal cues you're sending, your success coach allows you to become aware of signals you may not mean to be sending and learn to correct those behaviors for more effective communication. By learning to act on the cues others are sending you, you'll be better able to match their emotional state and create improved rapport, making your point more successfully.

Do you need a "mirror"? Some common reasons to consider mirroring include:

- People frequently misunderstand your meaning
- You find it difficult to say what you really mean
- You often come across more harshly or less assertively than you mean to speak
- It's difficult for you to accept praise
- You just don't seem to be connecting right in conversation

Mirroring is a technique that is often used along with other success coaching approaches. It may be part of a one-time laser coaching session, or part of on-going coaching support.

If you're sensing a disconnect in your interpersonal communication at work or in relationships, consider finding a success coach who offers mirroring and begin to see the reflection of success.

Faith Monson is a Success Consultant who works with entrepreneurs, designers, retailers and sales-driven organizations. She makes people and businesses better by daring them to be great and helping them to reach their full potential. Visit www.FaithMonson.com or contact her directly at 703-237-2077 or Faith@FaithMonson.com.