



## Lesson 5 – Pleasing Personality

Pat yourself on the back

Today is going to be a great day!

This is a 22-lesson course. I will be teaching 1 lesson per day, Monday – Friday, for the month of June

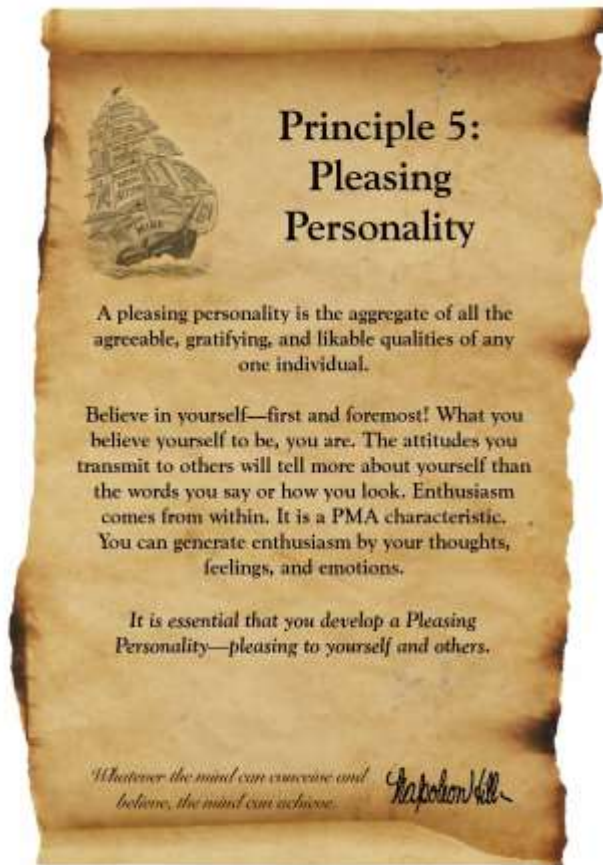
The recordings of each lesson will be up on <https://dailymotivationalcall.com/>. On this page you can find videos of Napoleon Hill teaching his content.

The Facebook group we will be using for the class is <https://www.facebook.com/groups/ELIsaleschampion/>

You can join the class live in 3 ways:

1. Facebook Live - <https://www.facebook.com/groups/ELIsaleschampion/>
2. Conference call – 1-669-900-6833 code: 938 1546 3214#
3. Zoom – [www.thinkandgrowrichcall.com](http://www.thinkandgrowrichcall.com)

I will offer a certificate of completion for those of you who go through the entire course.



## Pleasing Personality

Our personality is a set of patterns.

We have many sides to us.

Key Idea - Developing a pleasing personality is a learned skill.

Here are some things that make up our personality.

Tone in your voice

Expression on your face

Body language

Words

How you respond to others

Observe yourself



Your beingness – How do you show up with other people?

We tend to be at our worst when we are stressed. How do you respond when you are stressed?

Sometimes the best response is to say nothing.

Sometimes we need the courage to stand our ground.

Stimulus, pause, response – Tom Hopkins

Key Idea - You have the ability to observe yourself.

Key Idea - Things only have the meaning that we give them

Come from kindness, compassion and love with others

Evolve

Bonus video - <https://youtu.be/3BlcSg6194c>