The Wonderful Power of Charisma
Enhancing Your Personal Charm
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Introduction

Have you ever felt being ignored, disregarded, or overlooked? You know other people can hear you, and yet it seems that all the words you’re saying are just entering their right ears and going out of their left ears immediately, without even registering on their minds. They seem to listen, but they don’t believe in what you’re saying. They may not be objecting obviously; but through their actions, you can see that they don’t have any intentions on doing what you have just said. What’s worse is that they would do anything the other person tells them to do…but they would never do the smallest favor for you!

Can you relate to any of the following scenarios? Your mom favors your younger sister more than you. Even if she denies it and says that she loves both of you equally, it shows clearly because she gives your sister everything she asks for; but when it’s your turn to request something, she gives you unending reasons why it’s not the right time to grant you such wishes. Your teacher has his favorite student whom he always asks to monitor the whole class, gives irrational considerations, and allows being late with nothing but lame excuses. Your boss has his favorite employee whom he trusts with confidential matters, goes out with for lunch or dinner, and votes for as candidate of promotions.

Unfair but true, people choose who to like, who to believe, who to follow, and who to love. Admit it. Even you have the same way of appraisal, right? You have your favorite actor, favorite politician, favorite basketball player, favorite teacher, favorite colleague, favorite friend, and the list can go on and on. No matter how
much we deny it, it’s true that we always favor somebody from the rest of the group...even if we’re not aware of it.

Hence, the question is not about whom we choose to like, believe, follow, and love anymore, as there will always be that person, but how we choose him. What are our criteria in picking out a person from a group and learning to appreciate him? Do we make standards as to who to like and hate, who to believe and disagree with, who to follow and disobey, and who to love and loathe?

Usually, we do. For instance, in enrolling for academic classes, don’t we sign up for a professor who is smart but not a “terror,” assigns reasonable requirements, and gives good grades? In applying for a job, we look for high-paying employers who have concern and consideration for their employees' well-being. And we even set standards for our partners-to-be in life! We want somebody who is God-fearing, responsible, good-looking, intelligent, and so on. Therefore, we look for these people. We exert time and effort to actually find someone who can meet our standards. Once we see them, meet them in person, and actually get to know them, we grab the chance right away and try not to let them go. *They are one of a kind*, you thought, as the object of your imagination has actually become a reality!

However, there are people who don’t even possess any quality in our standard-list and yet we seem to be attracted to them. They may not be as good-looking as Brad Pitt or Cameron Diaz, or as influential as Bill Gates, but there seems to be an aura around them that tells us, “Believe me. Follow me. I know more than
you do.” Hence, we choose to actually believe and follow them even if they don’t really match our criteria. Their secret? Personal charm or what is more popularly known as charisma.

This magical and powerful quality of an individual is what makes everyone else notice him, not just look at him; listen to him, not just hear him; respect him, not just recognize him; and love him, not just admire him. With charisma, you don’t need to adjust to meet other people’s expectation of you. Instead, you can just be yourself and be loved by them just the same.

Sad truth though, as much as all of us want to acquire this power of charisma, only a few are actually able to fully utilize it; most of them are actors and actresses, musicians, church leaders, and businesspersons—using their personal magnetic “charm” to expose their talents and career to many people, and influencing other people to follow their footsteps.

The good news, on the other hand, and the secret you probably don’t know, is that each one of us already has the power of charisma within ourselves!

But the thing is... we may not have developed it fully. So, if you constantly feel being rejected and unrecognized by others, don’t be discouraged right away. Perhaps, they just don’t feel the connection between you and them. What you have to do is enhance the charisma hiding inside of you. It’s not meant to be hidden forever, you know. Set it free. Use it...until you’re noticed, until you’re loved!
Chapter 1
Understanding the Power of Charisma

There are only two types of people in the society – the ordinary and the extraordinary, where the latter is somebody who stands out in the crowd and the former is everybody else. So, which one are you?

If you insist to be just an ordinary person, then we don’t have to keep going with this. The average person, hardly recognizable in a crowd, is contented with what he has, settles with being just an option, decides according to the majority, and doesn’t care if nobody misses him if he’s gone. Hence, if you are this type of person, then there is no need to improve your personality, right? After all, you’re satisfied with being ordinary, with being yourself.

Actually, that would not be a problem if you can stay ordinary for the rest of your life. However, reality assures us that at some point in our lives, each one of us will indeed need to become extraordinary. No matter how much we want to stay behind the limelight, at one point, the focus will still aim at us.

Hence, we can never avoid being more-than-the-average person. In life, we’ll meet friends and special people, get married, have kids and a family of our own, and do work. As a friend, a spouse, a parent, and a boss, we can never just be ordinary, because the people who we ought to deal with in life will need our guidance, leadership, care, and love. And we can never give them these things if we’d stay ordinary for the rest of our lives. Don’t we want to give them the best?
Being extraordinary means being able to be recognized in a crowd; that no matter how filled a room is with people, you’d stand out and be distinguished that you are you and not like anybody else. It means being better than the rest in terms of everything they are good at. And to be this type of person, you need more than good looks and popularity, but over-all personality excellence. And this is where charisma enters.

Charisma is more than just the attractiveness of one’s physical appearance. Yes, it refers to an individual’s personal charm, but it doesn’t stop on his external features. You may not be as gorgeous as the models on magazines and TV commercials, and yet be the darling of the crowd. Your physical deficiencies (like shortness in height, chubbiness, super light/dark complexion, etc.) should never bother you in any way, because as long as you have charisma, they will never be called deficiencies anymore.

The Encarta Dictionary (2006) refers charisma as “the ability to inspire enthusiasm, interest, or affection in others by means of personal charm or influence.” Hence, it is more than just physical beauty. Charisma includes the appropriate handling of one’s self, proper attitude, practicality, sociability, environmental consciousness, and spiritual awareness among others. Therefore, enhancing charisma is like a total personality makeover – bringing out the person others can’t see in you.

Take note: We do not want to learn how to acquire charisma, but how to enhance it, because each one of us already possesses personal charm within ourselves.
Some of us just haven’t developed it fully yet, still left hidden inside. Hence, what should be done is to actually unleash charisma from within, expose it to the outside world, and make use of it.

The power of charisma can do wonders. It can change you from an ordinary to an extraordinary person in no time!
Chapter 2
How Charisma’s Spell Works

The power of charisma is more like a spell. Once obtained, it can do magical tricks. And since all people are already blessed with charisma within them, all that’s left to be done is simply to expose it to other people for them to realize your worth.

Seems simple? Truth is, charisma is more than just attracting other people and making them like you. Being so powerful, it can turn your life around, letting you take control of things around you, and allowing you to achieve your ultimate goals and lifetime dreams.

So, how exactly does charisma’s spell works? Among its many powers are listed below:

**Charisma can get other people to notice you.** Do you know the feeling of being the center of attention, when you’re in the hot seat with spotlights focused on you and people’s eyes glued on every movement you make? With all the cheering and screaming, there is no greater feeling than being recognized!

Contrary to most people’s mentality, not only performers on stage, beauty pageant contestants, award recipients, and famous people can be recognized and given such attention as described above. You don’t have to do anything eccentric just to get other people’s interests. Anybody can be noticed. In fact, we should be noticed! There is not much difference between the people mentioned
above and us. We are all created equally, right? Hence, we also deserve to be noticed the same way they are being recognized.

With charisma, this won’t be a problem. Even if you’re not doing anything at all, not uttering any word, or just by simply being quiet, people can easily notice you with the aura or personal radiance they see in you.

**Charisma can make you likeable.** To be noticed is already good. To be liked is something much better. If people like you, they will respect you, and eventually love you. Tim Sanders, author of *The Likeability Factor: How to Boost your L-Factor and Achieve your Life’s Dreams*, mentions that someone who is likeable “can give you a sense of joy, happiness, relaxation or rejuvenation. He or she can bring you relief from depression, anxiety, or boredom.” Hence, if you are this person, you generate positive feelings not just for yourself, but for others as well.

Likeability is an important factor in one’s life as it glues a relationship together through thick and thin. When you like someone and/or are being liked by him, a friendship or an intimate relationship can easily exist.

Likeability is actually the start of something great between two or more people. And charisma helps a lot in forming these bonds by making you likeable in the easiest way. It takes a lot for someone to be liked by others, but with charisma, minimal efforts will be spent

**Charisma influences.** To influence other people to do or just believe something you say, can be a difficult task to accomplish, especially if they don’t trust you.
Therefore, it is wise that you first get other people’s trust in you before they actually adhere to what you say. And getting their trust is not so easy either.

“The true meaning of leadership is influence – nothing more, nothing less,” famous author John C. Maxwell states in his book Leadership 101: What Every Leader Needs to Know. And as leaders of our lives, of a family of our own, and maybe of a company under our control, we certainly need influence, not just over ourselves, but over most people we will be meeting throughout our lives. “If you don’t have influence, you will never be able to lead others.”

In developing such influence, charisma plays a big part. It can give your listeners more reasons to trust you – the fundamental of influence.

**Charisma can bring out the best in you.** Enhancing charisma is enhancing your over-all personality. It doesn’t just make you feel good about yourself; it actually makes you a better person – from the inside out. It conquers your negative attitudes about yourself and turns them into a more positive outlook.

Charisma brings out confidence, increasing your over-all self-esteem. Studies show that charismatic people – likeable and friendly – engage more deeply in conversations and participate more in projects and tasks, that people began paying more attention to them, developing leadership as well as eliminating misunderstandings from co-workers.

Be it on a school ground or an executive suite, any performance will improve in the positive environment created by charisma. People respond with trust, loyalty,
and that extra bit of effort. Not only do people with personal charm get the job done right away, they motivate others to get the same results, as well.

**Charisma can bring you a better and healthier lifestyle.** Alas! You no longer need to hide yourself in the dark! Setting your personal charm free is like setting yourself free from boring, neglected living. A perfect lifestyle awaits somebody who is noticed, liked, respected, and loved.

When we are liked, it increases our self-esteem. And the higher the self-esteem of a person, the less stress he suffers. Stress, in turn can cause increased heart rate among other ailments, which eventually leads to anything from high blood pressure to serious heart diseases.

Moreover, Dr. James Messina, author of the textbook series *The Tools for Coping*, says, “One of the negative side-effects of low self-esteem is that its victims suffer high-stress illness like ulcers, colitis, high blood pressure, heart diseases, and cancer.” Clearly, people with low self-esteem have lesser defense against stress than those with high self-esteem, which is a product of charisma.
Chapter 3
Essential Elements of Charisma Revealed

Charisma isn’t as simple as personal charm – basic hygiene, proper language, right attitude, and strong sex appeal. Although, glamour is indeed a big part in enhancing that hidden charisma in you, there are other elements more essential to learn to be able to complete the power of charisma. Remember: Charisma is more than just physical attractiveness!

1. SMILE

Smiling is the easiest, most inexpensive, yet most refreshing gesture one can do without really exerting so much effort. Do you know that it only takes 14 muscles to smile, and 74 to frown? Imagine that! A charming, pleasant smile is a strong representation of a friendly and welcoming attitude towards another person. It is a receptive, nonverbal signal indirectly showing the willingness to communicate. When you smile to somebody, you’re demonstrating that you have noticed a person in a positive manner. The person, on the other hand, will consider it a compliment, will feel good, and will most likely smile back.

Smiling doesn’t mean that you have to put on a phony face all the time or pretend that you are happy. However, doesn’t it really make you feel good when you see someone you know? Therefore, you show him something that doesn’t need words or other friendly actions – because a smile is enough.
The human face sends out numbers of verbal and nonverbal signals, and the smile is one of these. It is actually the easiest and best way to show someone that you’ve noticed him. A smile indicates general approval towards the other person, and this will make him feel more open to talk to you.

A smile has endless advantages: it brightens not just your day, but the other’s day too; it lightens the mood, especially during problems and worries; it makes you look young, friendly, sweet, and attractive.

People tend to like those who smile more than those who frown or have no facial expression at all. It gives them guarantee that these people know how to see things lightly despite difficulties in life. And since a smile goes a long way, it is something that people cannot forget about you. They may not remember your name, but in the long run, they will surely see your smile in their minds, reminding them that you have brightened up their day even for a while.

Hence, learn to smile at any given chances. People will easily like you for it.

**Developing That Charming Smile**

Since the mouth produces a smile, it comes with the involvement of the teeth, the lips, the tongue, and the gums. Therefore, you should consider good dental health care if you want your smile to be more than just sparkling, but to be healthy as well. Dental care includes proper and regular brushing of the teeth, proper flossing, breath-freshening, and dental check-ups. Make sure your teeth are always clean – free from plaque, tartar, and food residues. This way, when
you smile to other people, they will quickly notice the warmth and glow it adds to your face, making you more attractive, and not just a blank, emotionless person.

Although smiling doesn’t involve the odor of your breath, it is always safe to maintain the freshness and fragrance of it. Aside from brushing your teeth and tongue, use mouthwash to ensure that your breath smells like heaven. This will add, not just to the smile you are projecting, but to your over-all charisma as well.

Aside from taking care of the body part that is most responsible for producing your smile, you should also pay attention to your diet. A healthy diet brings a healthy smile and fresh breath. Avoid snacking between meals and remember to brush and floss your teeth after every meal. If you must snack, make them healthy snacks like fresh fruits and vegetables, instead of junk foods. Apples, pears, celeries, carrots, and other crunchy foods are good suggestions. They will aid in enzyme production, and the natural chewing of the crunchy foods will stimulate the gums.

Do not forget to drink plenty of water. Keep your mouth moist to avoid dryness. Remember that dry mouth is an indication of dental disease. Water stimulates the production of saliva and keeps it moist all of the time.

In addition to this, you must avoid drinking soft drinks, soda, or carbonated beverages. Do you know that Americans consume gallons of soda pop a day? Most are loaded with sugar, which obviously leads to poor dental hygiene, diseases, and discolored teeth. Don’t be fooled even if the label of the can or
bottle says “diet.” Even they have huge amounts of acids that are very harmful to the enamel of your teeth.

And, if you think that only sodas are the culprit, think again! A recent study claims that all those popular sports drinks we buy may not be such a good idea after all. They may re-hydrate the body, but they can cause irreversible damage to the dental enamel. The study reports that fitness water, sports drinks, energy drinks, and other non-cola beverages increase the risk of damage by anywhere from 3 to 11 times! These drinks can never replace water, after all.

Finally, your smile will be more appealing if you share it with others. Be it strangers or friends, it wouldn’t hurt if you give some to them. What’s the use of taking dental health care and eating a healthy diet if you won’t show that lovely smile to the world? So, smile! Help the world reduce its heavy burden by lightening other people’s mood.

2. BODY LANGUAGE

Contrary to what many people believe that it is only through our mouths and tongues that we can communicate with other people, our body can send even more messages than words can. Research has shown that over half face-to-face conversations are nonverbal. “Body language,” as it is called, often communicates our feelings and attitudes before we speak, using bodily gestures. It helps to project our level of receptivity to others. Hence, if we like to be liked
easily, then we have to watch out the nonverbal messages we send to other people.

Body gestures can signify both negative and positive expressions. For example, frowning, crossed arms, and looking away can let other people realize that you are not interested at them at all. On the other hand, constant smiling and waving can mean friendly gestures to them and may make them notice you right away. Therefore, you have to know what possible messages other people can extract from your actions to avoid misunderstanding and eventually drawing away from one another.

More than that, if you aim only to display positive expressions, you ought to know what these body gestures are, so that you can catch other people’s attention in a positive manner. To help you be aware and remember what these positive behaviors are, take N-O-T-E of it, as in Nod, Open arms, Touch, and Eye contact.

- **Nod.** A nod of the head indicates that you are listening and you understand what the speaker is saying. It usually signals your approval to the idea being talked about, encouraging him to continue talking. Indirectly, it is saying, “I hear you, go on!” By not nodding or by just staring blankly, you may appear to be lost in the discussion.

- **Open Arms.** This gesture suggests that you are friendly and available for contact, thus the phrase “welcoming with open arms.” During a conversation, open arms make others feel that you are receptive and
listening. On the other hand, standing or sitting with arms crossed or very close to the body may mean being defensive and closed-minded. With the latter description, people may think twice on approaching you as you appear to be in deep thought, or just don’t want to be disturbed.

- **Touch.** This touch refers to the warm handshake done by two people meeting for the first time. It implies that you are pleased to meet and know somebody personally. A warm and firm handshake is a safe way of showing an open and friendly attitude towards the people you meet. Indirectly, it says, “Hello! It’s nice to meet you.” Sometimes, at the end of conversations, handshakes are also carried out. This time, it may mean, “I’ve really enjoyed talking with you!” or “Let’s get together again soon!”

- **Eye Contact.** Do you believe that the strongest of the nonverbal gestures is sent through the eyes? In fact, the way you look at one person may entail various meanings. Direct eye contact during conversations, however, indicates that you are listening intently to the speaker and you are interested in what he is talking about. Remember that eye contact should be done naturally and not forcefully, so that it won’t turn out to be awkward.

Body language does play a big role in communicating with other people. Even if gestures don’t directly convey a message, there will always be an idea the communicators might extract from them. This is the reason why body language is an essential element in developing charisma. To get other people to notice and
like you, you’d have to know how your body should properly speak to other people.

**Learning to Speak the Language of the Body**

Aside from taking N-O-T-E (Nod, Open Arms, Touch, and Eye Contact) of the body language, here are other things to consider when communicating with other people nonverbally:

1. *Do not overdo the eye contact.* Make direct eye contact to show you are engaged, open, and responsive to the conversation the other person is carrying out with you. However, too much eye contact can turn into a stare-down. That can seem intimidating, or just plain awkward.

2. *Make use of your eyebrows.* Let them dance along with your voice and the thoughts you’re trying to convey. The more animated your eyebrows are, the more outgoing, engaged, and friendly you’ll appear to other people. A positive thought is best expressed with a rising eyebrows, indirectly saying “I am open for you.” On the other hand, lowering them can imply negative thought.

3. *Emote with the eyes.* Widening your eyes implies interest and passion. This will signal that you’re accepting, welcoming, or reacting on what others are saying. On the other hand, narrowing the eyes may mean disbelieving, doubting, or disagreeing to the idea of the other person.

4. *Combine your expressive eyes with a winning smile.* A smile communicates friendliness. Eyes are expressions of emotions. When
combined, they reveal attachment and so much interest on the other person. Their two features combined will equal more perceived friendliness than either one alone.

5. *Hold your head up when you talk.* When your head is up high, it shows confidence – you’ll seem to know what you are saying or doing. It shows a level of engagement and warmth, as well. On the other hand, if your head is down low, you’ll appear timid, shy, and having no interest in participating a conversation or an activity.

6. *Maintain good posture.* Proper poise and posture shows confidence, interest, as well as openness. Slouching is perceived as unfriendly because it indicates disengagement.

7. *Never tap your feet when someone is talking.* Tapping says, “Hurry up, I’m losing interest,” or “I’m bored. When are you going stop?” Unless you want to convey those ideas, don’t tap your feet in front of somebody who is speaking. It clearly shows an unfriendly aura. You don’t want others to see this on you. Hence, go with your relaxed feet that are kinder and more welcoming. Relaxation shows that you are interested and have more time to listen.

8. *Speak up, rather than be quiet.* Silence can be unfriendly. Words break the ice, so start a conversation. When you begin to talk, you can form a connection with other people that will get rid of the irritation and awkwardness possibly arising out of the silence. Maybe they are not as irksome as you thought, and you will find out how interesting they are.
There’s no harm in breaking the silence and making new friends by speaking up.

3. GOOD SENSE OF HUMOR

Humor captures people’s attention and sets them at ease. It is very helpful when trying to lighten up the mood of a serious conversation. Most people find humor entertaining and fun; hence, it gradually becomes part of everyday conversation.

However, there is a major difference between positive humor and negative humor. The latter involves rude attacks on people or their ideas, or focuses on areas of behavior that should not be discussed at the dinner table. It usually humiliates other people due to discrimination according to profession, race, age, and gender. Hence, this type of entertainment is morally wrong and can hurt the feelings of other.

The more appropriate sense of humor to use as entertainment during conversations is the good one, in which it is loaded with pure silliness and can offend nobody. The primary purpose of such jokes is to break the ice that might be forming during serious talks and discussions, motivating other people to participate more with such activities.

Louis Siegfried, a successful businessman of computers, says, “I think if you have fun, then you do well. We can’t tolerate people who aren’t enthusiastic.” Siegfried is known as practicing positive attitude while he takes his business seriously. He says, “Whether it’s meetings, memos, or policies, most business
seems to operate on the premise that if you can possibly make something boring, make it extra boring. We operate under the rule that the best way to get people to do their job well is to get them to want to do their job, and the best way to do that is to make sure there’s little fun in what we do.”

**Building on that Positive Sense of Humor**

1. *Bring out the child in you.* Children are naturally funny, amusing, and enjoyable. Showing up your innocent side to other people can help you develop your sense of humor easily. Assume playful behaviors. Be open to childish and even meaningless stuffs. They may seem nothing to you, but they can totally entertain other people.

2. *Think funny.* See the lighter part of every situation, rather than the serious one. When you failed an exam, say that it was not because you didn’t study, but because you studied too well that your brain exploded with all the information it contained. On the other hand, when you’re late at work because you weren’t able to wake up on time, say, “I know it would be traffic so I let it cease first before I went to the office.” Upon close observation, you’ll realize that there is always a flip side to everything, so try to unravel and make use of it. Besides making you cheerful, funny thoughts can reduce worries and anxiety that serious situations can bring about.

3. *Laugh at your mistakes.* Nobody is perfect, and no one will be. Therefore, it is inevitable that we all will commit mistakes. When this happens to you, don’t get mad right away or blame other people. Doing such won’t help you turn
back the hands of time and redo the situation. Hence, make fun of it instead.
Yes, it may be embarrassing, but who cares? At least you know how to turn
your low points upside down.
4. **Be in between happy people.** Surround yourself with those who can make
you laugh or can teach you how to make use of laughter as a weapon. Adopt
their culture and think the way they do. Funny people can inspire you to be
just like them. When you get used to seeing their happy persona and hearing
their lively jokes, you’d gradually develop their skills at humoring.
5. **Learn to sing and dance.** During tense moments, do not worry. Instead, fill
your heart and mind with cheerful emotions. Sing to express. Dance to let go
of all the worries and fears. Life is too short to waste on being upset all the
time.
6. **Share laughter with family and friends.** It is always more comfortable to have
fun with people close to you than with strangers. Once in a while, go out and
spend quality time together with them. Whether it’s just a simple scrabble
match or watching movies, there can always be a positive sense of humor
situation that can take place. Grab these opportunities to learn.

### 4. FRIENDLINESS

It has been said that if love is blind, friendship is just not noticing. A friend is a
single term we use to call our allies, supporters, sympathizers, advisers,
brothers, playmates, classmates, listeners, and a lot more. This is because we
reveal things to friends that we just wouldn’t say to anybody else. They give us
encouragement, feedback, honest opinions, and advice. A friend is someone you can trust with confidential matters - you know that he won’t hold anything against you. A friend is someone who has the same interests as yours, and accepts, understands, and loves you for who you are.

Friendship is the first thing we can offer to and accept from a person after having to meet him personally and know some things about him. By being friendly, it may mean “expressing a liking for one person,” “welcoming him into your life,” or “conveying a generally positive feeling towards him.”

On the other hand, unfriendliness is the communication of negative feelings for another person through verbal and/or nonverbal methods. The message conveying this aura includes: “I'm not interested in you,” “You are not welcome,” “You irritate me,” and other distant and cold remarks. That is why charisma is about friendliness, and not the other way around; because if somebody feels this kind of atmosphere in you, then you’ll be stuck with just being noticed but not being liked.

Making friends requires time, effort, commitment, a give-and-take-relationship, and a lot of tolerance for the many limitations and weaknesses we all have. Although most people are open to new friendships, life pursuits such as family and careers tend to become higher priority. Some people feel it takes too much time and effort to develop friendship. For one, you have to develop trust, as friendship requires mutual trust between two people; and trust takes a lot of time
to develop. Also, being familiar with the other person, including knowing and practicing similar interests, does not take little time.

When you are friendly, others would want to be with you. They would prefer to stay with you rather than with people who make them feel unwelcome. That is why friendliness is an essential element in developing charisma – because it is actually how people will know your intentions and desires.

**Being Friendly and Sociable**

1. *Get rid of all unfriendly behaviors.* When you come to think of it, the mere absence of unfriendliness can be perceived as friendliness. Hence, the best way to boost your friendliness is to eliminate all your unfriendly attitudes. Prevent unfriendliness by adopting a new perspective or way of seeing things in life, resulting in new ideas, values, and realities. Smile, rather than being a snub; trust, rather than doubt; and stay positive, rather than being negative.

2. *Develop a friendly mindset.* Make sure your attitude is friendly for realization. To do that, you must develop a way of thinking in which friendliness is the default position. Learn to like yourself. Before other people can start liking you, you should give them enough reasons to.

3. *Become familiar with people.* When you see the same people over a period of time, start conversations with them. Find out if you have similar interests; and if the conditions are right, you can start up a friendship. Becoming familiar with the people you deal with everyday will make this
much easier. Start by smiling, saying “hello,” and introducing yourself. And before you know it, a new friendship has developed.

4. **Introduce yourself.** Do not wait for other people to ask you your name and more information about you. Be the first one to take the initiative to say, “By the way, my name is [Maria]. What’s yours?” The sooner you introduce yourself to other people, the more comfortable you become with each other. On the other hand, when you wait longer to make an introduction, the situation gets more awkward.

5. **Make other people feel important.** Remember important facts and details about other people you meet. In doing so, you make them feel special. Your attention shows your interest and curiosity, and encourages them to talk and reveal more information. When people begin to open up to you, it means they are starting to trust you and are comfortable with you.

6. **Don’t be afraid to show your liking to the other person.** When you want to make friends with someone, let him know you are interested and that you want to get to know him better. Make it a point to stop and chat when there is a perfect opportunity. You will be building a friendly, outgoing attitude. When you show a person that you like him, he will most likely respond in a friendly manner.

7. **Manage your anger.** A display of extreme anger can be the loudest dose of unfriendliness you can ever give someone. When you feel anger coming on, pause for a while and breathe deeply. Think about what you have to say first before blurting out words not appropriate for the situation.
Speak wisely. If you need to vent your anger really badly, do it in private, or with an understanding friend. Go to the gym and take it out on a set of weights or a punching bag. After all, that punching bag won’t see your unfriendliness and can’t destroy your personality.

8. *Learn to repair damages.* Even if it can be difficult at times, apologize and say you’re sorry, especially if you know it’s your fault. You may not be forgiven right away, but at least you have done your part in accepting your mistake and in asking for forgiveness. People tend to forget mistakes done by those who know how to acknowledge them and are ready to make changes.

5. **CONFIDENCE**

Do you know that for eight in ten people, self-image matters more in how they rate their job performance than does their actual job performance? In fact, for most people studied, they claimed that the first step towards improving their job performance had nothing to do with the job itself, but with improving how they felt about themselves.

Before we continue, let me ask you this: how good are you at your job (or at just anything that you’re doing)? Do you carry out tests or other evaluation measures to assess your performance at a certain task? Surely, there is an objective way to know whether you are good, excellent, or superb at what you do – whether you should consider yourself a success or not.
Actually, people who do not think they are good at what they do – admitting to themselves that they are just the typical kind – are not capable of success and leadership. Some people think others are really better than them, and they do not change their opinion even when they are presented with indicators of success. Instead, their self-doubts overrule evidence to the contrary.

Don’t wait for your next evaluation to change your view on yourself, because you are totally independent from facts; and feelings of confidence actually start with entertaining the thought that you are good enough.

It’s true! Believing and having enough faith in yourself - that you have what it takes to carry out a task - is more important than the actual result of actually carrying out the task. Confidence, believing that you can make something happen, helps you become the better person you are thinking.

A dancer from Springfield, Missouri named Ross can exemplify the importance of confidence. He dreamed of becoming part of Broadway, and eventually achieved his most desired wish. He has one explanation for his surprising success: “I have confidence. If you want to do it, you have to really want it and believe in it. You have to make it happen. You can’t sit back and hope that someone is going to help you along.”

Enough confidence is an essential component of an attractive personality. Authorities like bosses, leaders, teachers, and the likes, prefer working with people who know and believe they can handle a certain task. Somehow, they
would like that their work be reduced, rather than increased, so they tend to hire
or appoint somebody who appears to be already knowledgeable enough. And
with confidence, you will surely get that kind of impression.

**Making You More Confident about Yourself**

The problem with most unconfident people is that they feel inferior to others.
Inferiority is a humiliating disbelief in one’s self. It comes, not from genetic
factors, but from awful childhood experiences, in which the attempts of the child
to express his growing personality were prevented by an over-bearing parent or
guardian, by a sibling or a schoolmate, or by some humiliating physical defect.

Inferiority starts at a stage in your life when your will was broken, and when your
belief in yourself and in your ability was punctured. This results into emotional
immaturity. On one hand, you are “less than the dust” in your own opinion. On
the other hand, you compensate for this by exaggerated dreams, ideas, and
ambitions quite beyond the scope of possibility. In consequence, you plan
pretentious schemes in which you attain international recognition, rescue
princesses from the hands of the villains, discover earth buried treasure, or
become the conqueror of the world! Nothing less will do.

You are like a baby unable to walk, but hopes to capture the moon…and to
capture it right now! But as soon as you make efforts to achieve your goals in
real life, your disbelief in yourself springs back on you and you are returned on
your native distrust. You think to yourself, *I can never be good!* And your
inferiority continues to battle with your superior thinking, with no tangible outcome apart from mental torture.

Challenging as it is, this problem with inferiority can be dealt with if you trace it to its source and start a new lifestyle.

Relax. Remember to feel what it’s like to be a child again. Recall the countless bullies you endured, or the scolds from your parents you open-mindedly accepted. Live it over again in your mind. Bring back to memory all the cruel remarks, humiliations, and embarrassments you never wanted to live with in the first place.

Remember how these experiences were too much to bear - how your whole life became a protest against the inevitable defeat, with the result that your mental energies, instead of moving towards real achievement, were wrecked in a sea of worry and conflict because you thought you were a failure. Everyone appeared to be superior and better than you. You were “the little kid that nobody loves” and they became the monster in your eyes that you could never stand up to.

Now, since you’re not a kid anymore and you understand how this attitude has stayed with you through life, you can gradually climb out of it. You do not need to be the maltreated kid whom nobody loves anymore. You realize now that you are indeed a valuable member of the society and many recognize your presence.
You must control your mind and insist that the humiliating verdict passed on you by your childhood authorities and bullies is not true – that you must begin to accept yourself and believe in your own worth.

Don’t prejudice your chance of success by pursuing impossible dreams and ambitions. Instead, start with small accomplishments and work your way up with them. Morbid as it may seem, you need to kill your inferior self, so the more confident you can show up and do what it has to do – build the best out of you.

6. BEING YOURSELF

Before continuing with this report, let me ask you something: Who are you? And please, don’t just give me a name, a profession, or family information. Ok, to help you answer my question, sit back, relax, take a deep breath, and ask yourself the following questions:

- **How do I describe myself?** Am I a happy person or do I get mad easily? Am I Mr. Know-It-All or just plain stupid most of the time? Do I believe that I’m good-looking or am I contented with how people see me?

- **How did I come up with such description?** Are those how I truly feel or just things I heard from other people?

- **How do I behave, react, and respond** …in the house? …in the office? …with my friends? …with strangers?
- **How do others see me?** Why could they possibly say that? Do I see their bases and can I justify it?

- **What are my dreams, goals, and ambitions in life?** Have I already achieved even just a few of them? How do I plan to achieve the rest of them?

- **Who are my true friends?** Close friends? Distant friends? Acquaintances? Am I a real friend to them, too?

- **What do other people expect of me?** Am I meeting their expectations or have I disappointed them even once?

- **What is my best asset?** Why did I say so? Has anybody told me it is really a good feature on me?

The above guide questions will help you realize how well you know yourself. And once you’ve known more, here’s another question: *Are you being the “real” you at all times?* No hesitations? No pretensions?

Joe Pine and Jim Gilmore, authors of the book *Get Real*, define the term *real* as “being true to yourself and being true to others; as possessing authenticity and sincerity.” They add, “Real people know their roots, their heritage, and their history. They remember where they came from and who brought them to the dance. And they retain that knowledge. They know their values, and they behave accordingly.”

Being real, or being you, is important on all occasions, not just to other people, but also more to yourself. When you show people who you really are, they will
believe that you are sincere. What they will hear is who you actually are. There will be no veil between your true nature and your perception of it. You are the same on the outside as on the inside.

People don’t want to be deceived in any way. And if you are untrue, if you are not real, if you do something that is not you, then you are performing deceit. How can the acts of being unreal take your charisma away from you?

First, there is lying. When other people find out that you are not telling the truth to them, everything you have ever said or done will be put into question. Another sign of being unreal is an act of hypocrisy. Don’t you feel terrible when someone is not being real with you? Finally, there is insincerity – when we are being fooled. How would you feel if you were given a praise that makes you feel great about yourself and then later on found out that it was full of hot air?

Isn’t it annoying how other people show not their true self, but somebody you don’t even know? We know the feeling. Hence, we should not be seen doing such act. If you want to be liked, be yourself. Never be afraid, because the more you show the real you, the more reasons you’ll have for other people to like you.

**How Can You Be True to Yourself?**

Being yourself requires no other rules but to just stay whoever you are, wherever you are, and whenever it is. If we list down things here that you should do with the purpose of aiming you to be yourself, following them wouldn’t make you yourself, but somebody we want you to be. Hence, just be natural. You may have
limitations now, but opening your mind to further learning can help you improve
yourself and may transform you into a better you.

To help you motivate yourself to be just yourself and not like other people, here
are some quotations cited by famous people who were definitely themselves, too:

Be who you are and say what you feel, because those who mind don’t matter and
those who matter don’t mind. ~Dr. Seuss

He who trims himself to suit everyone will soon whittle himself away. - Raymond
Hull

Always be a first-rate version of yourself, instead of a second-rate version of
somebody else. - Judy Garland

We are so accustomed to disguise ourselves to others that in the end we
become disguised to ourselves. - François Duc de La Rochefoucauld

Never apologize for showing feeling. When you do so, you apologize for the
truth. - Benjamin Disraeli

Almost every man wastes part of his life in attempts to display qualities which he
does not possess, and to gain applause which he cannot keep. - Samuel
Johnson, The Rambler, 1750

If God had wanted me otherwise, He would have created me otherwise. - Johann
von Goethe
Let the world know you as you are, not as you think you should be, because sooner or later, if you are posing, you will forget the pose, and then where are you? - Fanny Brice

No man for any considerable period can wear one face to himself and another to the multitude, without finally getting bewildered as to which may be the true. - Nathaniel Hawthorne, The Scarlet Letter

You were born an original. Don’t die a copy. - John Mason

It is better to be hated for what you are than to be loved for something you are not. - Andre Gide

We all wear masks, and the time comes when we cannot remove them without removing some of our own skin. - André Berthiaume, Contretemps.
Chapter 4
Enhancing Charisma

Understanding the power of charisma – knowing its importance and its essential elements – is never enough. If you really want to bring out the charisma inside of you and become the better person you thought you will never become, you will need quite of a change in your lifestyle: from the body to the mind, from the heart to the spirit.

Don’t settle to be ordinary. Dare to be different! Get out there and be noticed!

Physical Charm

Enhancing physical charm refers to improving all your external features, from head to toe. Charisma starts with everything that can be seen by other people in you. Make a lasting impression. Let them see the power in you without opening your lips and moving your body.

- **Be presentable at all times.** Whether you will just buy some groceries at the neighborhood store or attend a very important business meeting, always aim to look your best. Consider proper attire (and make-up for women) for every occasion. Even if it’s a simple get-together with the family, you ought to be more than your typical look.

- **Maintain good personal hygiene.** An astonishing number of quite ordinary-looking women can give an illusion of strikingly good looks merely by being exceptionally well groomed. Take a bath at least once a
day, wash your hands frequently, wear proper make-up, change undergarments (including socks, shorts, etc.) regularly, cut finger and toe nails short, maintain proper hair length, match clothes, and brush your teeth after every meal.

- **Learn and practice proper posture.** “Practice makes perfect,” they say. So, if you have any problem carrying out the correct form of the body, practice it until it becomes a habit:

  Proper posture starts with the alignment of the earlobe, shoulder, hipbone, and anklebone. An excellent way to get the feel of the way your back should be is to stand one foot away from an unobstructed flat wall, with back to the wall. Then, sit on an imaginary support by bending your knees with your back and head against the wall. Next, tighten abdominal and buttock muscles in order to tilt the pelvis up in front and down in back. Keeping your back and head flat against the wall, slowly inch your feet back to the wall and straighten your legs until you are in a standing position. This is now the correct standing posture. Finally, walk around the room, maintaining the same posture. Place your back against the wall again to see if you have held the good form.

- **Wear a proper scent.** This doesn’t mean too sweet, too strong, or too scented. Spray the right amount of body perfume or cologne enough to give a lasting fragrance for other people to remember you. We want you to attract people, not to send them away.
• **Eliminate body-odor.** Personal cleanliness and regular bathing is the first step towards controlling both bacterial growths on the skin and body odor. Especially in warm countries, try to wear clothing that lets air circulate and allows perspiration to evaporate, rather than accumulate, on your skin. Also, take advantage of commercial products that can be used to lessen body odor such as deodorants and antiperspirants.

• **Stay healthy.** Health is wealth. As clichéd as the phrase is, it is still true and undeniable. Being healthy is not really being thin or slim, not even being fat and obese. Rather, health is measured by being in good physical, mental, and emotional condition, and does not depend on the person’s weight or figure. A healthy body is not only a good picture to anybody else, but more importantly, a treasure for your well being as well. Exercise regularly, eat a well-balanced diet, and get enough sleeping time to improve your health and avoid unwanted diseases.

• **Smile!** Nothing else attracts other people more than a sweet charming smile. Never frown because you’ll never know when someone is looking at you, even from afar. You wouldn’t want their first impression on you to be something bad, would you? Instead, make a lasting impression by giving an abundant smile that helps other people remember you.

• **Maintain proper hair care.** They say that the human hair is a person’s crowning glory. Even so, all women have those days when they wish they could cover every unwieldy strand. Talk about bad hair day!
Get a good hair cut that suits your personality. It all begins right here. Without a perfect hair cut, nothing else you do can give you the result you want. Moreover, keep it clean always. There’s nothing worse than dirty, oily hair that hangs in clumps.

- **Customize and accessorize!** Wear appropriate clothing suitable for every occasion. Know what is too much and too little. We want to draw attention not because of impropriety but because of our over-all appeal no matter what we wear. Also, take it easy with accessories. Only wear necessary ones.

- **Discard the illusion of fatigue and exhaustion.** Even if you had the most tiring day, it doesn’t excuse you from keeping the glow on your face and the energy on your body. Train your mind to block off worry and frustration. Empty your mind every night before you go to sleep. Before going to bed, forgive everybody who has offended you and leave the past as it is.

- **Finally, bring out that confidence!** Stand up straight with your chin up, stomach in, and chest out. Somebody who knows how to carry himself in front of people catches enough attention. If people see the picture that you are proud to be yourself, that you have nothing to hide, and that you are ready to give yourself to them, then they will easily like you!

**Intellectual Influence**
Going now on the inside, charisma also requires that the intellectual aspect of an individual be influential. We cannot stay motionless forever; the physical appearance is not the only attribute that other people notice on us. In every moment of our lives, we use our brain. Even during sleep, our minds are awake. It tells us what to say, act, react, believe, and perform in particular situations. Hence, to find out if a person is more than just beauty, his mental well-being should also be considered. After all, what is beauty if the brain is empty, right?

- **Always bring a punch line with you.** It is recommendable to crack a joke in the middle of a serious or boring conversation. Once in a while, people wait for somebody who can skew an intense discussion to make it lighter and more interesting. If you can be that person, surely, you’d be the favorite of the crowd. Just make sure that your jokes are clean and wouldn’t affect, discriminate, or humiliate anybody.

- **Eliminate negativities.** As much as possible, stay positive. Healthy thoughts produce a healthy mind and body. They will help you achieve what you want. People admire those who see the brighter side of life, rather than those who dwell on past mistakes and regrets. Who would want to believe somebody who doesn’t really believe on himself or anybody else?

- **Never be afraid of fear and worries.** Mental disturbances such as anxiety, panic, and distress might bring depression and can greatly affect your interaction with people. Therefore, regulate your thoughts, centering
your attention away from mistakes, regrets, wrong doings, and other negative ideas. Get active and be interested in others.

- **Go on a “five-minute vacation” once in a while.** Relax. Achieve peace of mind by giving yourself time to recharge run down energy cells. When you’re feeling stressed-out, close your eyes, take deep breathes, and think of happy, peaceful thoughts. As you go back to reality, you can restart another intellectual episode of life, particularly dealing with other people.

- **Always seek, never hide.** Express yourself freely and fully. Don’t be afraid to let others know what you really feel inside. During discussions, say your opinions, questions, and clarifications aloud. Intelligence is not about knowing it all; rather, it is accepting what you can and cannot do, and fully utilizing whatever resources you may have. There are exceptions however. If you believe that what you’re about to say concerns a private matter, talk one-on-one with that person. And try your best to say your points of view in a positive way.

- **Equip yourself with relevant ideas.** Read a lot of books, newspapers, and magazines. Find time to watch TV programs. Go to the movies once in a while. Visit museums, parks, botanical gardens, and the likes. Whatever you do, make sure that you learn something new. The more you stock knowledge into your brain, the more interesting you’ll be and the more armed you’ll be, especially in times of surprise attack of interviews. Just make sure not to bore your listeners with useless, trivial facts.
• **Dream**...both literally and figuratively. When you’re asleep, your dreams let you know what’s really inside your heart – fears, desire, happiness, frustrations, and more. Never take them for granted. Listen to what each one says and decipher its meaning. It shall take you to where you should be, in search of true happiness, love, and purpose in life.

On the other hand, it is also healthy (in fact, you are expected) to dream a certain goal in life – what you want to accomplish, what you want to have in life, or who you want to spend the rest of your life with. By having a definite ambition, your mind is gradually, but surely, endeavoring to find a way to make it happen. This improves your intellectual capacity. Notice why those who don’t dream can’t make anything out of life?

• **Desire to win!** The desire to have some overt sign of success is great when there are feelings of unconscious competition. Anything can become a contest – the desire to have the last word on a debate, the desire to be the best dressed on a party, or even the need to finish first in an experiment. These are all illustrations of the necessity to win. When you continually feel compelled to top the story told by another, your mind works on how to actually make it happen.

Think success and believe that you are capable of being successful. Cease to think in terms of what you cannot do, but in terms of what you can do. Never think failure because if you do, who knows what will happen?
• **Make healthy and sound decisions.** Choosing from options is a great test of the mind and its ability to weigh consequences. Surround yourself with the facts. Argue the pros and cons. Visualize the outcome of your problem so you’ll know how to act upon it. See the consequences of your final decision; and once you’ve made one, believe in it. Stand up for your right of free thought.

• **Be professional at all times.** Everybody likes a person with discipline – whether it is as simple as falling in line or arriving on time. Once people see your professionalism being exuded, they will respect you as much as you respect their trust and expectation on you.

• **Learn to be enthusiastic.** Look for excitement and romance even in the simplest things you can find. Diligently practice eliminating all dull, dead, and unhealthy thoughts on your mind; they will just drain your energy and passion. Give all you’ve got to life and it will give its greatest gifts to you.

**Social Appeal**

Man is a social being; he lives to socialize with other people. And if he cannot interact effectively, he may find it hard to survive in this world. After all, no man is an island.

Still, the truth holds that many people don’t really have the ability to communicate efficiently with others. They find it difficult to open up ideas with another person, to share their experiences and feelings, or even to just simply smile. Likeability for these people is challenging. Hence, if you want to develop the power of
charisma, you shouldn’t neglect modifying your social skills and turning them into irresistible appeals.

- **Don’t forget the simple gestures.** Remember that every person is a being with appreciative feelings. It wouldn’t do any harm to smile and say “good morning” to a friend or a neighbor even if it is raining. Who knows, with that smile you may have already completed his day.

- **Remember who’s who.** A person’s name is the sweetest sound he hears. Agree? Therefore, exert much effort to remember it. Pronounce the name correctly and always add the appropriate title, such as Mr., Mrs., Miss, Dr., Professor, Sir, etc. Titles show respect and make the other people important.

- **Look back and sympathize.** How did you feel when you first stepped into a new school? Or when you were finally hired at a company where you knew no one? Learn to help and understand new comers on a group or organization, because you know the feeling of bewilderment that newcomers are experiencing when they are first starting out. Be the one to make them feel at home. Help them to eventually adjust to their new environment.

- **Hey, listen!** During a conversation, don’t put the entire spotlight on you. Pay attention when someone is talking. A good conversationalist is also a good listener. Talk if you have something to say, but listen and show interest to what others have to say. It is essential for the other person to see a genuine interest from you regarding the topic he is discussing or
saying. If you keep interrupting while he’s talking, he will lose interest in continuing the conversation. Many conversations are ruined and misunderstood because some people don’t know how to listen.

- **Discuss, don’t argue.** A conversation’s primary purpose is to exchange interesting views under certain topics. If you find an idea you don’t agree with, let it be. It’s enough that you explain why you are not in favor with such thought; you don’t need to argue with a person. Respect his decisions as much as you want yours to be respected.

- **Make others feel special.** Learn how to make the people that matters to you feel loved and important. If there is a subject or a problem that another person can help you with, approach him by saying, “I consider you as an authority on this matter.” Show people respect, trust them, and share joyful moments with them. If they feel that they are special to you, the feeling will most likely be reciprocated.

- **Always be available.** Be willing to help others – be it advice, suggestion, or simply the right direction. Assisting someone else up the success ladder can help you, in turn, be assisted some time in the future. And let’s not forget the Law of Karma. You’ll be getting much more than what you’re giving away.

- **Don’t be jealous!** If someone other than you achieved success, do not doubt his luck or spread dirty rumors on how he succeeded. Instead, be happy for him. Learn to accept the fact that someone may be better than you at one point, as you are better than some people at other times. Also,
understand that you do not make a hit every time. Experience has shown that if you always give your best, your average will break pretty well. Envy and jealousy won’t do any good to you or the other person, so don’t let it bother you.

- **Stay away from gossips.** The quickest way to become unpopular and hated is to spread tales and gossips about others. As much as you want your private life to be kept hidden, other people wish that, too. Hence, if you don’t want to be the victim of rude chatters and cold stares, don’t mind useless talks about other people.

- **Take it easy with criticisms.** Criticism is a form of unconscious competition. It means that you’re trying to find a soft spot in someone’s armor, a point at which you can fight him unjustly and win. Even if your intention is good, it may seem an attempt to pull yourself up by pulling him down. Most people are sensitive; they can’t accept judgment right away and they take criticisms personally. So, take it easy. Think before you speak.

- **Forgive and forget.** Learn to forget the mistakes of the past and press on to greater achievements of the future. Forgive people who have committed mistakes against you. Never keep anger or hatred in you heart, for it won’t do any good for the betterment of a relationship. Instead, take good care of a friendship and nourish it; because at the end, it is something that you can always depend on when you are failing or losing hope.
• **Show appreciation.** Let others feel that you like them. For instance, compliment the new hairstyle of your wife, notice how the coat of your secretary suits her personality, praise a job well done by your kids, and so on. Watch a smile and pleasant response come from the person being complimented. However, do it sincerely. There is this thing known as dishonest flattery that can ruin a relationship. Some people can recognize if you are being truthful or not; they can see right through you.

• **Be thankful.** No matter how simple a favor is done for you, make it a habit to say “thank you.” Any difficulties encountered to achieve a task will pay off as long as you recognize and appreciate their efforts. In turn, if you are the one being thanked for, don’t forget to say “you’re welcome” to the other person.

**Spiritual Power**

More than physical, intellectual, or social enhancement, development of charisma can never be complete without the spiritual power you ought to release in you. This refers to the intensity of your faith, adding confidence to the image you project to other people, which makes you more noticeable, likeable, respectable, and loveable.

So, to complete the casting of the wonderful power of your charisma, do not forget to develop your spirit’s potential.
• **Make a self-assessment.** Evaluate yourself and ask questions like: What are my spiritual needs? How can I fulfill those? Where can I find true answers to my life’s questions? Research intently on what religion or faith can actually provide answers to the questions you raised.

• **Understand the faith you choose to believe.** You won’t be able to pursue something you are not fully aware of. Do researches, attend religious services, and ask advice from friends and family members to help you decide on how to fulfill your spiritual needs.

• **Pray… on all occasions… every chance you get.** Prayer is actually the most powerful weapon you can equip yourself with. It is very handy. Closing your eyes for a while and saying a little prayer can make a lot of difference.

• **Believe and have faith.** To help you make your prayers come true, believe that it will eventually happen. After all, their certainties lie in the hands of the Almighty. If faith can move mountains, it can also, without a doubt, make your desires happen.

• **Meditate.** Once in a while, spend some time alone to reflect on the things happening in your life. Relax. Take deep breaths. Recharge your body, mind, soul, and spirit against the frustrating and exhausting habits of everyday life.
Chapter 5
Overconfidence: When Charisma is Not Handled with Care

Confidence and charisma are interrelated – confidence is necessary to enhance charisma, and when you have developed the power of charisma, you become more confident about yourself. Hence, confidence is really a powerful thing. However, it can also be destructive. Confidence becomes bad when it reaches beyond its boundaries – when you become overconfident about yourself.

There’s nothing wrong with knowing what you can do and letting other people see it. In fact, it can help you build better rapport, as other people can easily trust you with particular tasks. Confidence can get other people to notice you in a positive light, can make you gain more friends, and can help you succeed in all your endeavors.

However, as much as how confidence can make you, it can also break you. Again, that is if you have developed confidence more than you should. This is most likely to happen because many people overestimate their strengths and capabilities. For example, teenagers always complain about the over-protectiveness of their parents. They say that they can take care of themselves and that nothing bad will happen to them. Being overconfident, these youngsters don’t obey their parents and still go out on their own, believing that they can handle any situation they may face. But looking at reality, there are endless
reports about teenage crimes, murder, rape, drug addiction, and so on. This happens because people overemphasize what they think they can do.

Similar to the above example (but not as morbid as it is), overconfidence or using your charisma inappropriately can destroy your personality. As what we have mentioned earlier, people make standards for somebody they would choose to like and respect. If they realize that you are way too much for their standards, they will dislike you the same way as those who don’t match their criteria. Instead of being noticed and liked, people would tend to be annoyed with how excessively you carry your confidence.

With charisma, you don’t want to brag; you just want to be recognized. To make this happen, you must apply enough amounts of its elements – smiling, body language, humor, etc. If you give more than what you should, it becomes too much to handle. Instead of looking attractive, you become irritating; instead of sounding wise, you seem boastful; and instead of giving the impression that you are making friends, you might appear to be more like an insincere politician, who gets the hearts of others just to win in the next election without really meaning what he says.

Charisma is a power. It can either be helpful or destructive. Hence, once you have gained such power, you should be responsible in using it. After all, you want to be a better person, right? So use it to make yourself better, and not worse.
Summary and Conclusion

You may not know it, but each one of us already possesses the charisma we all wanted to have. Of course, with charisma, nothing is impossible. People will easily notice us, like us, follow what we have to say, respect our decisions, and eventually love us. Who wouldn’t want this kind of appreciation? Therefore, it is overwhelming to actually have such power.

Charisma, or the ability to inspire one’s enthusiasm or interest by means of personal charm, is already within us. We only have to know some secrets in order to unleash it from within us. But why? What can charisma possibly do for us that we should be concerned in setting it free from our internal walls? The many advantages of charisma include getting other people to notice you, making you likeable, influencing others, bringing out the best in you, and bringing you a better and healthier lifestyle.

To fully enhanced charisma from within, you ought to know its elements that are essential in making you appealing and influential in front of other people. First, there is the smile – the most heartwarming gesture you can give to other people, without really costing anything. Its priceless feature should not prevent you from sharing it to all the people you know and meet along the way. However, to have that most charming smile, you have to consider a few things like proper dental hygiene and a healthy diet.
Body language is another essential element of charisma. Even without words, the body can communicate using gestures and movements. To always remember how to use body language effectively, you must take N-O-T-E of it: making use of Nods, Open Arms, Touch, and Eye Contact. Other gestures that can communicate include the eyebrows, the head, the hands, and the feet. Awareness of the meaning they convey can help you speak to other people without really moving your lips and uttering words.

Next, we have the positive sense of humor. We use this in order to break the monotony of a serious conversation. If you know how to crack jokes naturally, without hurting or offending other people, you can easily fascinate them and they will like the way you entertain them.

The fourth in our list of charisma’s essential elements is friendliness. If we make friends with a lot of people, it would be easy for them to recognize your worth. Being friendly includes getting rid of all your unfriendly behavior, having a friendly mindset, anger management, and apologizing sincerely for any mistake done.

Confidence is another element you need to develop in order to enhance the power of charisma. This refers to believing and having faith in yourself and in what you can do. Confidence helps in carrying out a plan and in making it a success. Improving your confidence starts with dealing with your inferiorities. Accept that nobody is perfect, but you can do something to overcome your limitations and actually change them into your advantage.
Finally, to complete the spells of charisma, you have to be true to yourself—being just you anywhere, all the time. This means having no hesitations and no pretensions. If people see you not imitating anybody else, they can easily trust you and accept you for who you are; they will eventually like you. Being yourself doesn’t require any rules but to stay who you are, wherever you are.

Aside from the essential elements you need to develop, the power of charisma can be totally completed by perfecting your physical charm, intellectual influence, social appeal, and spiritual power. After all, enhancing charisma is an over-all personality makeover.

However, when you have finally developed the power of charisma, be careful not to overuse it. Like confidence, when you overemphasize charisma, it can break you, rather than make you; it can change you for the worse, and not for the better. Hence, apply the right amount of charisma in everything you do. We want to be noticed, followed, respected, and loved, and not to be neglected, annoyed, disobeyed, and loathed.