



The Baron
Group, Inc.

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Asking for help—a true demonstration of confidence

Too many of us think that asking for help is a sign of weakness. That is because we think that if I can't do it myself and have to turn to someone else, it means I am inadequate to some degree.

We think that this type of thinking is dead wrong. We believe that asking for help is a true sign of strength. And in many ways it demonstrates both confidence and self-assuredness, qualities that are especially important in this tough business environment.

When you ask for help you are saying that you feel good enough about yourself that it's OK to turn to a friend, a colleague, a manager, even a customer and let them know you can benefit from hearing what they have to say when you need guidance. If that doesn't demonstrate self-confidence, what does?

Think about what happens when you go home at night and have someone to hear you talk about your job. They hopefully listen to you and offer ideas when appropriate. They care about you. They want to help. But at the risk of offending a few of you, they can never be as helpful as your colleagues. At least when it comes to business.

The people you work with have been there. The people you work with know exactly what you are discussing. The people you work with have probably experienced the same issues. The people you work with can keep things in perspective. And the people you work with are much more objective about you and your problems than the people you live with. That makes them incredible resources to you, particularly when you need help.

So, see what you can learn from your colleagues. Ask them for help. Listen carefully to what they say. Challenge yourself to learn something every time one of them makes an observation, offers an idea or shares an experience.

You might even give some thought to some customer related challenges you are dealing with. Focus on what the real issue is. And when the opportunity presents itself, see if someone can help.

Of course, when other people offer you ideas, treat them with respect. In our workshops we talk about how our natural tendency when we hear new ideas is to look for flaws. Fight that tendency. Try to be open-minded. Stretch yourself to find value in the idea and watch what happens.

All you have to do is ask for help.