

STRATEGY # 3 REACH OUT

Your level of perceived social support from others is of tremendous importance to your job satisfaction, and even your chances of advancement. But instead of sitting around and hoping others become more supportive, what can *you* do to make it happen?

Become a Work Altruist! And stop being a Work Isolator.

If you don't give social support, you're not going to get much back. And your chances of advancement may dwindle.

CHALLENGE:

- For the next 30 days, make regular efforts to engage in eye contact, smile and greet colleagues, friends and neighbors by name on a daily basis.
- Write down the initials of the individuals you work or regularly interact with. Make a point to reach out, over the next 30 days, and learn something new about each person, an interest, an achievement, some history, etc. Use the form, write it down, and periodically ask each about, or make reference to, the information.
- If you have an opportunity, ask each of them if there is anything you can do to help, especially when they are particularly slammed with work or other obligations.

E.g.

Name	Information/Interests	Action	"X" done
Ray L.	Plays golf every weekend; has a 10 handicap; usually plays at local courses	Inquire about his golf game	X
Nancy B.	Has 3 grown kids; likes to travel to Mexico with husband, John	Offer to help her file some paperwork; ask about trip to Mexico	X

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