

# Ideas from *The 10 Qualities of Charismatic People*

*Secrets of Personal Magnetism* by Dr. Tony Alessandra

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Look at the words and phrases below that Alessandra discovered in his research and describes in his book about charismatic people, those to whom we are attracted. Are you interested in becoming charismatic? If so here are some concepts to develop.

1. Emotional Self is attended to: take responsibility for your emotions.
2. Psychological Self: you become what you think about. Choose your thoughts wisely.
3. Intellectual Self:
  - Confidence: while being honest and sincere "fake it until you make it." Take some risks.
  - Healthy skepticism: "if something is too good to be true, it is." Watch for others to prove their integrity.
  - Risk-taking: become comfortable with learning from mistakes.
  - Resourcefulness: requires being flexible, creative and sometimes doing something unusual.
4. Heightened Awareness:
  - Be aware of your environment and other's behaviours.
  - Be aware of your gut feelings and intuitive knowing.
  - Have a vision and mission.
5. Winning Image—create a positive impression. Avoid annoying habits. Be fit.
6. Actively listen: 60% of poor communication is due to poor listening. Seek first to understand.
7. Persuade through others' goals and involvement.
8. Flexible Personality:
  - Confident
  - Tolerant
  - Empathetic
  - Positive
  - Respectful
9. Spiritual Self:
  - Understanding: Does not include judgment.
  - Aspiration: Worthy aspirations are based on giving and sharing.
  - Intention: It may not matter as much what you do as why you do it.
10. Happiness: It just might mean wanting what you get.

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