PERSONAL GROWTH | PROFESSIONAL DEVELOPMENT | PSYCHOLOGY

Discover Your Inner Balance to Harmonize Your Outcomes

So what is Emotional Intelligence anyway?

by **Chris Magda**

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So what is Emotional Intelligence anyway? It sounded almost contradictory or even silly the first time I heard it...

Hmm... Could it be that my reaction was justified in pairing these two words together as psychobabble mumbo jumbo or was it a fear of being wrong about the way I reacted and how I view things together?

I thought... I know I want peace and success in my life and if this can help get me there without reliving the past, “I’m in!” If you feel the same way too then keep reading more as this has been an absolute Game Changer in my business and personal life!

We all have things that happen to us or given to us by our ancestry that we have to deal with which can keep us from our destiny if we don’t take the time and support needed to prevail! So if you’ve ever heard someone say, “You’re being too emotional!”, “You only think with your head!” “You have no heart!”, “Stop acting like a child!” or my favorite, “Have some compassion!” then this is for you!

Understanding the root causes of your emotions and how to use them can help you to effectively identify who you are and how you interact with others.

With Emotional Intelligence being a fairly new branch of psychology, its definition can be found in various theories and models. We are

presenting a definition influenced by a few theories, and mainly popularized by Daniel Goleman's 1995 book *Emotional Intelligence*. Why that one? Simply put, it works!

Emotional Intelligence is defined as a set of competencies demonstrating the ability one has to recognize his or her behaviors, moods, and impulses, and to manage them best according to the situation. Emotional Intelligence is a part of you that affects every aspect of your life. This blog is just a basic to the point intro to the tools you need to become emotionally intelligent in your life and business. Contact the author of this post for a more in depth course on the subject.

A consultant with high emotional intelligence can manage his or her own impulses, communicate with others effectively, manage change well, solve problems, and use humor to build rapport in tense situations. These consultants also have empathy, remain optimistic even in the face of adversity, and are gifted at educating and persuading in a sales situation and resolving customer complaints in a customer service role.

> **Research has consistently demonstrated that when clear goals are associated with learning, it occurs more easily and rapidly.**

So what will you gain by completing a course in Emotional Intelligence and how will it affect your business and personal life?

Here are some of the features and benefits you will learn and develop in the full course:

• Define and practice self-management, self-awareness, self-regulation, self-motivation, and empathy.
• Understand, use and manage your emotions.
• Verbally communicate with others.
• Successfully communicate with others in a non-verbal manner.
• Identify the benefits of emotional intelligence.
• Relate emotional intelligence to the workplace.
• Balance optimism and pessimism.
• Effectively impact others.

Just imagine how balanced and prosperous your life and business will be as you implement the incredible tools within Emotional Intelligence. You'll hear compliments like "You're so balanced", "You really have it together", "You are so successful" and "You handled that perfectly" the best part is you'll feel that way too without faking it!

Think of it this way... Being 'aware' of one's self is the ability to accurately perceive one's skills and knowledge, value and responsibilities. It is being confident in what you have to offer, whether it is personally or professionally.

Self-awareness is not only important for one's self-esteem, but it is also the first step to the process of full acceptance or change.

Without understanding why one thinks the way they do or why we act a certain way, the person may never fully appreciate themselves or see the importance of making changes to improve, if necessary. Self-awareness gives power and a sense of peace or happiness. This newly found strength will more than likely carry over into your work life, how you perform your duties as well as how you interact with others.

The lack of self-awareness can cause you to not realize your worth in the business or even the quality of the work you perform. This can have an even more dramatic effect when you hold a leadership position. Not only will you have doubts about yourself, but the people you lead will also begin to question your competence, which could ultimately lead to a lack of leadership effectiveness.

Emotional Intelligence is possibly the greatest facilitator or inhibitor of personal and professional growth depending on where you're at in the process. If you're serious about personal development in yourself and your team this is the very foundation of where to begin!

Remember, all you need to change is the willingness to be

absolutely ready and committed to do so!

If you've really had enough with being stagnate, angry or directionless then simply make the first step, even if it's a baby step... Besides, they're typically the best anyway!

P.S. I really enjoyed sharing this with you and look forward to hearing your feedback and getting you and your team into the next available course so you can experience this life changing resource!

Thanks again for investing the time to read this message,

With Care,

Chris

Chris Magda
Author/ Influencer/ Coach

Chris Magda As an incredibly successful entrepreneur Chris has started and sold 9 successful businesses! As a former FOREX Trader Chris had over 153 leveraged accounts and prior to that worked internationally as a Private Placement Fund Raiser so he has the depth, grit and experience to train and develop any sales team to the highest level of sales and
service imaginable.

Chris is also a DSWA Certified Direct Sales Coach and Trainer and works with the highest caliber names in the MLM and Direct Sales industry.

He is also an accomplished author, business influencer and public speaker that appears regularly on some of the most highly regarded blogs, podcasts and events!

Chris is a heart centered listener and strategic organizer that supports in discovering key ideas, tools and resources necessary to achieve business breakthroughs and life s changing results.

Contact us today to schedule your FREE Discovery Session or to get his new FREE Report on his new ebook and life changing course MINDSET MASTERSHIP™!