

EXPLORE YOUR ENTHUSIASM

EPISODE 129: ACCEPT THAT COMPLIMENT

Wow, your hair looks fantastic today!

Your business is really taking off!

I love your shoes!

Your work is beautiful!

If I said this to you, face-to-face, how would you react?

If you're like most women, you will probably deflect, laugh it off, or flat out argue with me (and studies show that if you're a man, or are already pretty confident, you probably won't*.)

**For a fascinating look at studies of compliments across cultures and gender, [read this](#).*

This week's #BizConfidenceChallenge is simple, but SO HARD for many of us: **Accept all compliments.**

If you're not sure how, just say, "Thank you. I appreciate that." And then stop talking. Don't explain it away. Don't make excuses.

Why?

Think about it. If you're constantly telling others that you are NOT fabulous, not smart, not the creator of beautiful work... you are telling yourself that as well. Your burgeoning self-confidence hears you say, "Oh, I'm not worthy of that compliment, because it's not true..." and the next time you're confronted with a challenge, what do you think? "I'm not up to this challenge because I'm not smart/fabulous/talented."

D'oh!

Not only are you feeding your own self-doubt when you reject a compliment, you're also **undermining your own reputation**. This is especially detrimental in a business relationship - you don't want to tell your customer that you don't believe in your own work (*because if you don't value it, why would I?*). You don't want to tell a retailer that you're actually a mess (*because if you don't believe in yourself, why would I?*).

You might think, "Of course! I'd never do that!", but if you're in the habit of rejecting compliments in your everyday life, you're not going to be able to suddenly accept one in a business situation.

(Have you had this experience? You walk into a craft show booth (or retail shop) and it's filled with things you love! You compliment the owner, but she dismisses your compliment so thoroughly, points out so many faults, that you start to doubt your first impression. At the very least, you probably don't feel confident in the owner in front of you, because she doesn't seem like much a professional.)

Besides what it does to your business, it's rude. By deflecting or dismissing a compliment, you're deflecting and dismissing a gift the complimenter was trying to give you. You've turned aside their overture.

I know, in some circles it's more socially acceptable to reject a compliment than accept it, but you can change that. **You can be the person who inspires others to accept and claim their own awesomeness.** (I have been this person in a group of friends, not because I was super-confident, but because I was sick of the charade of it, and I can tell you - it is actually possible to change the way the group interacts, just by accepting compliments (and by refusing to point out all my own flaws.) My friends' heads did not implode (as in this [Amy Schumer sketch](#)), but they did start to think of me as "the confident one").

But this isn't (just) about changing the world - this is about fighting your own self doubt, so that you take the actions that your business needs.

REMEMBER: OUR GOAL HERE IS TO CREATE A BUSINESS YOU LOVE. THAT BUSINESS REQUIRES YOU TO TAKE ACTIONS - ACTIONS THAT REQUIRE SOME CONFIDENCE.

While you won't build your confidence entirely on other people's opinions (*this is dangerous, and we'll talk more about it next week!*) - your confidence will only thrive when you accept that maybe, maybe you DO deserve praise and encouragement. The first step to accepting this internally, is to stop arguing against it externally.

It's not about getting confidence from compliments, it's about not rejecting the confidence, or positive regard.

Maybe your hair is looking great (to me).

Maybe your business is doing well (from my perspective).

Maybe I do love your shoes.

Maybe I do find your work beautiful.

You don't have to believe that the compliment is 100% true, just acknowledge that it's true to the compliment-giver. If you have a hard time accepting it, studies show that you can make a compliment more believable (and improve your confidence!) by reframing it, by asking yourself, "How is this true?"

So this week, just try it. Accept a compliment (or 50). Accept it and don't argue. (*If you need more ideas of what to say, [here's a list.](#)*)

Let it soak in.

When you do, snap a picture to celebrate the moment and share it with us, by using the #bizconfidencechallenge hashtag on Instagram!

Complementarily yours,
Tara

PS. Do you need to spend more time spotting and celebrating your successes? We do this every week inside the Starship. It only opens once a quarter, but you can learn more (and sign up to be notified when it opens next) right here: <http://taraswiger.com/starshipbiz>