

Leadership Expert Mary Jane Mapes to be Featured on CUTV News Radio

PORTAGE, MICHIGAN, UNITED STATES, November 2, 2017 /EINPresswire.com/ -- When asked for an opinion, personal perception or suggestion most of us say what's expected of us rather than having the courage to speak up and speak out.

But is that enough to create the kinds of relationships that make a difference for both parties? What does it really take to be truly influential?

The answer is simpler than you might expect: We need to lead with our best self, the self who is courageous, passionate, respectful, honest, trustworthy, and committed to excellence and empowering others.

Mary Jane Mapes is a professional keynote speaker, coach and author dedicated to helping individuals improve their business relationships through inspired leadership. Mapes propels leaders, entrepreneurs, and sales and service professionals to take their relationships and business results higher through deeper connections.

"My work is all about helping leaders get their voices heard above the din," says Mapes. "To be heard in conversations; to be heard in meetings; to be heard from the stage. I enlighten people on ways to organically win respect because of the integrity and earned confidence they bring to every relationship. Colleagues and coworkers trust them because they live up to their word and care passionately about what others have to say."

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Mapes says the reasons we're not being heard often stems from a lack of empathy, authenticity and understanding. She says, "When differences exist, we must avoid being too self-centered." We need to consider both sides, not just ours. We must speak our truth in a way that respects the truth of others regardless of how different our perceptions may be.

Instead of taking on a social role (who we think we should be or what we should do in order to get ahead) we need to strip away expectations and center ourselves in authenticity. Once we put role expectations aside and become someone who engenders trust through transparency and genuine connection, we become more capable of influencing others.

"We need inspired leadership," says Mapes. "But we can't inspire others until we ourselves are inspired."



So how do you inspire yourself to bring out your best? That's where influence really begins."

Mapes is the author of the acclaimed *You CAN Teach a Pig to Sing: Create Great Relationships...with Anyone, Anytime, Anywhere*, which offers strategies to create (or transform) troublesome transactions into mutually rewarding relationships.

"Whether we like it or not, our friends, family, customers, co-workers and bosses are consciously or unconsciously evaluating our integrity, truthfulness and authenticity so let's bring all of those components of our best self to every interaction," says Mapes. "Most people don't think about the impact they're having on other people. If they were fixed on bringing positive intentions to every interaction, stayed focused on the outcome they desire while still listening to others, things would change. More people would discover and exercise their power to be heard and be influential. This would make a massive difference in their lives, the lives of others and the culture of their organizations."

When coaching clients, Mapes counsels, "You need to recognize that you are always on stage. Your competence, your character, your confidence and commitment are constantly being judged, even in informal conversations. Put yourself in the driver's seat and lead others toward their best selves simply by being who you are at your best."

"When you enhance your executive presence you increase your influence," says Mapes. "You've got to want it. You need to know who you are and what you want; you need to be present within yourself so you can be present with other people. You want to operate at a conscious, conscientious level with constructive outcomes in mind. This kind of transparency breaks through the normal barriers people have when they are guarded and self-protective. Show up with your whole self and people can't help but be influenced by your example."

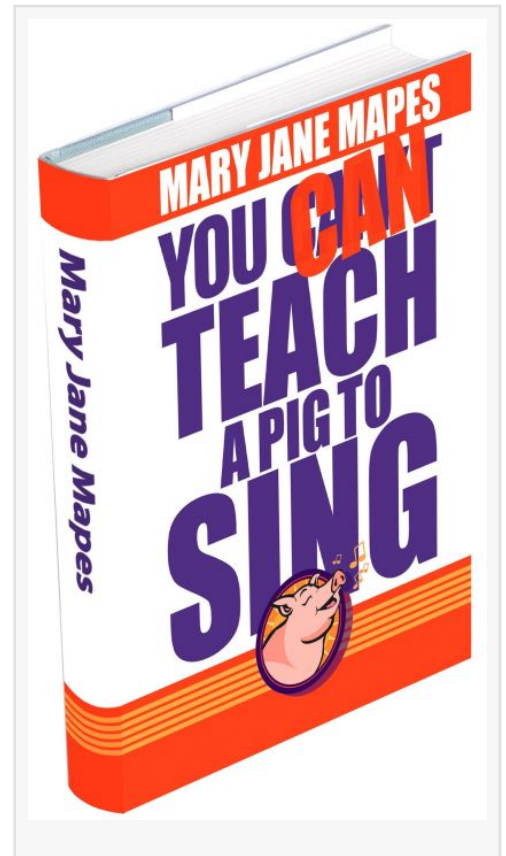
CUTV News Radio will feature Mary Jane Mapes in an interview with Jim Masters on November 6th and November 13th at 11am EDT.

Listen to the show on [BlogTalkRadio](#).

If you have a question for our guest, call (347) 996-3389.

For more information on Mary Jane Mapes, visit <http://www.maryjanemapes.com>.

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