

“Now You Tell Me!”

**Career-Boosting Feedback
that People Needed and Finally Got
Plus: Pam’s Tips for Successful Living**



Pam Chambers

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Tiptoeing in Late

You’re sitting at the conference table wondering yet again if you will have the necessary quorum to vote on key points that will affect the quality of life in your condominium. Board of Director member “Lucy” hasn’t shown up yet and neither has “Brad.”

You hear the door handle turn. The door squeaks open. Lucy peeks in to see if the meeting has begun. She sees that it has. She opens the door just enough to slide her body in sideways. She tiptoes to a chair at the back of the room and perches nervously on the edge of the seat, telegraphing, “Sorry, sorry, sorry!”

(I’ve never seen a man do this. When Brad arrives, he may stride in, phone pressed to head, saying, “Oh, I see you started without me.”)

Let’s not be Lucy or Brad. If you arrive late, hold your head high, quietly say, “Excuse me,” and get with the program.



Pam's Success Tip

If you are finished with your meal but your guests are not, prevent the server from removing your plate. Otherwise, your guests will feel rushed.





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Sounding Bored and Being Boring

“Daniel” couldn’t understand why people didn’t sign up for his walking tours of haunted Chinatown buildings. “I thought everyone liked spooky stories.” The problem was, Daniel didn’t sound like *he* liked spooky stories.

There is an unfortunate speaking pattern called monotone. Every note is the same and there is no vocal variety. More men do this than women.

Voice coaches think this is why: When men were boys, they tended to be loud, raucous, and exuberant. When they entered puberty, they observed that many of the girls their age sounded emotional and dramatic. They didn’t want to be like *that!* “Now I must sound like a man.” They packed their voices into a safe narrow band. They sounded bored and boring.

It is almost impossible for audience members to be more excited than the speaker is. If you sound bored, we’ll follow your lead.

People who speak in a monotone need to be made aware of this. They need to develop an appreciation for variation in pace, pitch, volume, and tone.

As Daniel experimented with expanding his range, he felt uncomfortable. He said, “This doesn’t feel like me.”

“I know. That’s normal. We’re trying to access a part of you that you’ve lost touch with. You’ll see.”

(Note: I can think of one profession that requires a monotone and I bet you’ll agree: airplane pilots. We don’t want those people to sound emotional.)



Pam's Success Tip

Even if you don't have a speaking role in a meeting, your body constantly “speaks.” Make sure you are not perceived as detached, distracted, or preoccupied.



“How come no one told me?”

Have you ever been mortified to find out that you didn't get that job, promotion, or client because of an off-putting habit you weren't aware of?

If so, you probably had an immediate question: “How come no one told me?” It was because people were afraid to say anything, or they didn't know how.

Pam Chambers is not afraid and she does know how. For over thirty years, she has created supportive settings in which people ask for and receive life-changing feedback.



This book will have served its purpose if it makes you exclaim, “I do that! Thanks for telling me!”



“It takes empathy and courage to offer constructive feedback to powerful people or to people who might take offense. Pam Chambers is an expert at this. In this book you will discover how she does it, and how you can do it too.”

*Ron Martin,
Founder of Success Dynamics*

Work with Pam Chambers for more clarity, confidence, and power. PamChambers.com