

FROM THE VAULT: In the Wake of Leadership

A failure to express gratitude comes at a price. Simply having gratitude in our hearts and never expressing it with our words sends the message: *"I could have done this without you."*

SAYING "THANK YOU"

Creates generosity because people are more willing to be generous to those who express gratitude.

Communicates that the mission of the organization could not and would not be accomplished without you.

Pauses the tendency to look forward and recognizes the people who have loaned their time and talent to an organization.

APPLICATION

1

Be specific.

The more detail we can add, the greater the impact.

2

Be honest.

If you don't like something, don't say you like it.

3

Go public with your gratitude.

Everyone loves to be bragged on.

ASK

How generous have I been with my gratitude?

Who do I need to thank today?

Who do I need to pause for and go back to before I move forward?