

Smile for Results

By Terri Norvell

This is a simple, yet profound message. *~**Smile**~* Smiling will help you achieve greater results in all areas of your life. No kidding here. Consider these facts: smiling lessens stress, lowers your heart rate, releases feel-good endorphins, increases your happiness, can change your mood from gloomy to glad, and helps you to connect more genuinely with others. All good!

When you smile you cannot feel angry at the exact moment you are smiling! It appears to be physiologically impossible. Results of studies show that different facial expressions are accompanied by changes in physiological activity. Isn't this very interesting!

Smiling is so good for your internal health. And it's good for external results, too. Here are some bottom-line results that demonstrate the visible power of a smile.

- Every purposefully watched the faces of people on TV? Try it, it's fun. Laura Bush has mastered the 'say cheese' smile. I saw her doing an interview about the plight of children in the world. She could have been sternly serious due to the sensitivity of the subject. Yet, she looked composed, friendly and pleasant with her 'say cheese' smile. Her credibility went up in my opinion and my listening ability did, too.
- My friend and speaking associate Linda shared that 'smiling' has proven to make the largest difference in her business success. When she started to smile more from the platform she started connecting more greatly with her audiences. With that connection her requests for speaking amplified. Great result for genuinely smiling!
- Janet, the waitresses at my local 'Cheers' tavern, shared that her tips went up 30% when she started smiling more often and being extra friendly with patrons. And, her smile doesn't cost her anything. Nice payback!
- Ever frequent shops more often when the sales people are happier, friendlier and smile when you come in? This is how the local Starbuck's baristas greet a friend of mine. I think it's that warm, connected welcoming, that amplifies his need for a Starbuck's fix! Can you relate?

However, here's the one catch. Not all smiles are created equal. I bet you can tell when a smile is sincere or just 'surface'. Here's a clue to effective smiling: Smile with your eyes first. Yes, you can tell if a smile is genuine when it starts with the eyes. Take the time to notice when the eyes twinkle. Twinkling eyes tell you that the smile is more authentic and heart felt. And then, 'say cheese' with your lips! Not out loud, just say it in your mind. There's a reason we're routinely told to 'say cheese' when being photographed. We look better!

Now, get out there and smile a lot today. See the difference in yourself. See the difference in your relating with others. See the difference in your results. It's all good when you smile and your eyes twinkle!