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Know Your Personal Truth

By Lee Milteer

To truly become a great salesperson, you have to stop worrying about what others will think of you if you speak your truth in an appropriate manner. If you really want to live an authentic life and be proud of yourself, you must not let anyone tell you who you are or what your truth should be. Become truly who you are and act only from what you truly believe. If you don't believe in what you are selling, you will never be truly successful at selling it.

I know it's easier to go with the flow than to stand your ground when problems occur. But after a while, if you don't stand your ground, you won't even know what you believe or think. Though it might be difficult to speak your truth at first, you will have more respect for yourself if you do. And once you get in touch with your own personal truth, you will not allow others to walk on it.

It's important to take back your power in life and understand that you do not have to conform to what everyone else is thinking or doing. You have the power and responsibility to decide what you believe, what your personal truth is and how to stand within that truth. Be proud to be an individual. You have to know your own spiritual principles, values, and morals.

When I urge you to speak your truth please do not let that be an invitation to be offensive or difficult or to feel that you have to defend your own truth. Always speak your truth with kindness and love. Who you are speaks loudly without words. Understand that you may not always agree with others and that each individual has her own personal truth. No one has to agree with yours or join you in that truth. This is your life.

Do you know your own personal truth? Often in social situations I hear people give their opinion about certain subjects, yet I know it's really not their opinion. I know they are repeating what they have heard from others and have not taken the time to know what they

really think or feel about a subject. People tend to look at just one side of a subject and then parrot back in a conversation what they think other people want to hear and will find acceptable.

To begin to define your own truth, you might go into a quiet place, maybe out in nature. Get centered (quiet your mind) and ask yourself some soul-searching questions to help define what your truth is for you as an individual. This won't keep you from being open-minded to new views on life but it will help you to know your personal truth, how to operate in the world in the way that is authentic for you.

Are you aware of it when you are not operating from your own personal truth or ethic?

Are you aware when you become unconscious in life?

Are you aware when you let greed run your decisions?

Are you aware when you let others sway you from your own core values?

I suggest that you write your observations about your personal truth investigation in a notebook or journal. Write about the topics in your life that you talk about but rarely have made a clear statement of how you actually feel.

When someone asks you how you feel on a subject, really think about it before you speak. Don't just repeat what you have heard others say about the subject. If you don't know how you feel about something, simply state, *"I don't know. I'll have to think about that."* Then do take the time to think about it and discover your truth about it. Remember that in business it's more important to be respected than liked.

Today is the day to get you in a proactive state of mind and start an improvement program on yourself. Just as you would start an exercise program, choose to do the behaviors that will assist you in the achievement of your personal and business goals. If you are looking for a book that will assist you to become your best self I want to suggest one of my books: Success is an Inside Job. Success really is first an inside job and most people only access the outer world to try to find their own personal power. You must take the time to seriously do inner work to reap the outer rewards.