

## QUICK TIPS – *Thank You*

***Thank You*** – two simple, yet extremely powerful words!!

By explicitly expressing sincere appreciation, explosive performance can be unleashed. All of us have many innate needs – validation and recognition being vital ones. Saying *Thank You* fulfills this human requirement and it can be provided with compact effort and time, and at no cost.

The act of saying *Thank You* signals that

- ◆ you have paid attention to the person's performance
- ◆ you want the person to know that
- ◆ you appreciate their effort

Taking a moment to acknowledge someone's contribution, be it an employee, colleague, partner, friend, or stranger, is a uniquely human communication that resonates profoundly in the other person, making them feel valued and important.

Because this is a good feeling, the person receiving the recognition will be inclined to repeat the performance, so that they can be acknowledged, yet again.

How often do you say *Thank You* every day – at work, at home, in your many common daily interactions?

Consider all the opportunities where you could have said *Thank You* and made another person feel good, but failed to act. Generally, this benign neglect is a function of our hurried lives and the impersonality of our environment.

Slow down, watch what people do and express confirmation of their efforts.

Saying *Thank You* is not a throw-away line. In order to be effective, you really must mean it. Adding courtesy and civility to our routines will make this a warmer society. Additionally, you will be astounded in how much it amplifies performance.

And, let me say *Thank You* to my friend, Pablo, who suggested this ***Quick Tip***.

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