

Who Knew Mom Was a Business Mogul? By Kathi Guiney, GPHR, SPHR, SCP President **YES!** Your Human Resources Solution.

All that free advice, and, well, nagging, you got growing up—Mom was only trying to help you be your best. Now you're older, you can see the wisdom in her words. (You might even have dropped a few Momisms on your own kids!) But you probably didn't realize Mom's wisdom could also help you succeed in the business world. So, let's revisit these classic Momisms to use poise, confidence, and style to build a winning professional presence.

- **Say you're sorry, and mean it!** While knee-jerk apologies undermine your sincerity, a heartfelt, well-placed "I'm sorry" can ease tension and encourage forgiveness. So only apologize when you really need to but mean it!
- **Play nice.** You build stronger relationships by sharing the ball instead of ripping it out of someone's hands. That doesn't mean be a pushover! Disagree and be direct, just do it with tactful communication - don't be a jerk.
- **Is that what you're going to wear?** Just as you wouldn't wear ripped jeans to Cousin Matilda's wedding, don't wear them to that big presentation. Think about the statement your appearance makes and turn it into a message you want to say.
- **If at first you don't succeed, try, try again.** You fell a lot when the training wheels came off your bike. But you can't learn if you stay down when you fall. Get up, brush off, and keep reaching for your goals.

In a business world that changes in a breath, Mom's advice is timeless. By applying her wisdom, you can build the professional presence she would have wanted for you: the best version of yourself. Make Mom proud and **stand up straight for heaven's sake!**