

My Personal Strengths

Below is a list of personal strengths you can select from. Circle any strength that you have and then write it on the inside of the inner circle on the third page of this document.

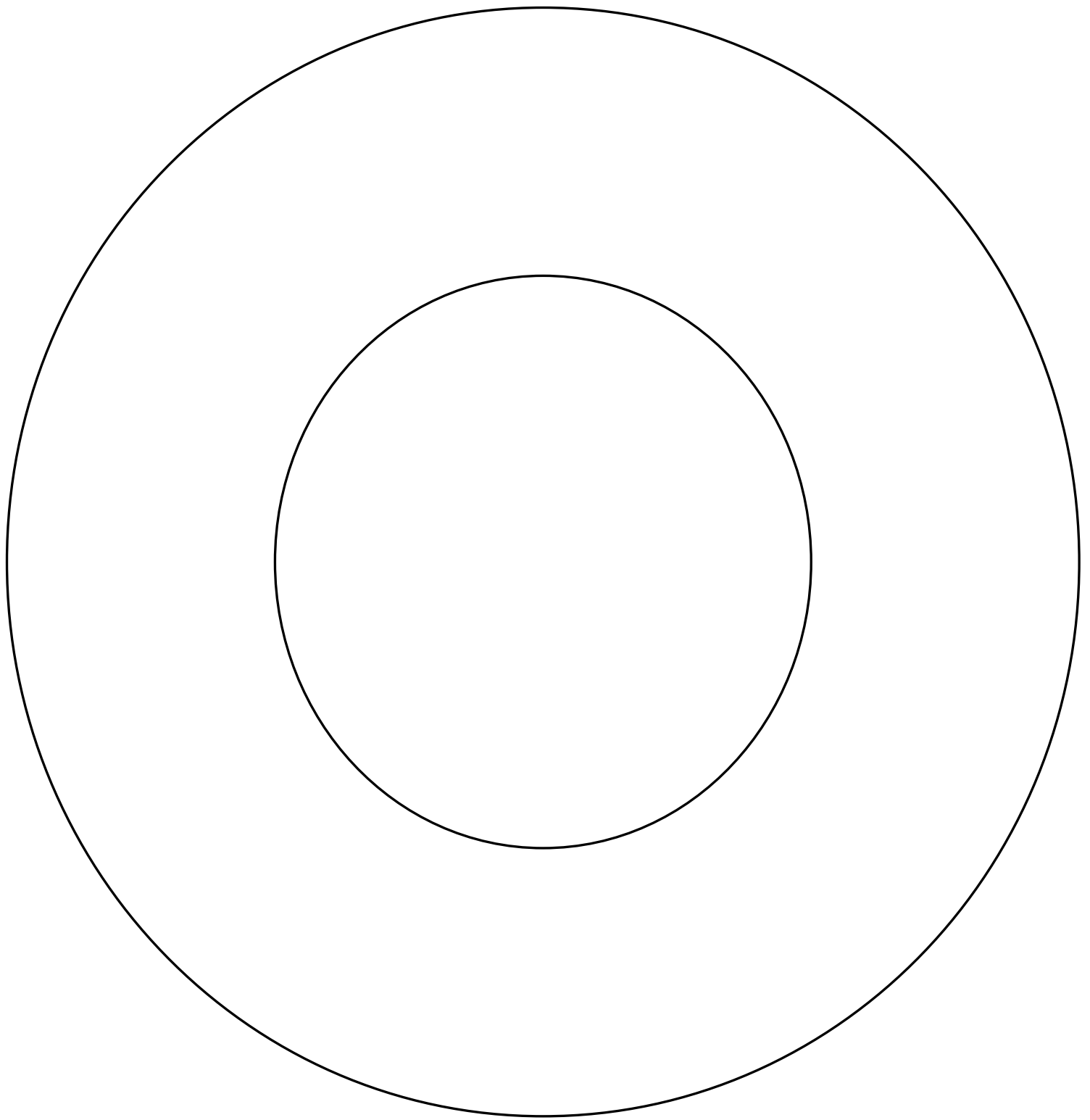
Now ask your close friends and family to go over the below list of strengths (make each of them a copy of this page) and send it back to you, circling which strengths they see in you.

Now write their feedback all around the inside of the outer circle on the third page.

Compare the feedback that you received. Often other people see our strengths more than we do. How does your perception of yourself differ from how others perceive you?

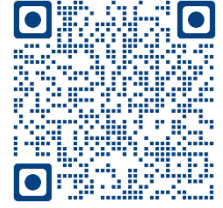
✓ able to give orders	✓ funny	✓ orderly
✓ able to take orders	✓ generous	✓ organized
✓ able to take care of self	✓ gets along with others	✓ on time
✓ accepts advice	✓ gets things done	✓ open
✓ admires others	✓ gives a lot	✓ patient
✓ affectionate	✓ goal setter	✓ peaceful
✓ alive	✓ good with your hands	✓ physically fit
✓ appreciative	✓ graceful	✓ pleasant
✓ articulate	✓ grateful	✓ positive attitude
✓ artistic	✓ good cook	✓ quick learner
✓ assertive	✓ good dancer	✓ religious
✓ athletic	✓ happy	✓ resilient
✓ attractive	✓ hard worker	✓ respectful of authority
✓ bright	✓ healthy	✓ respected by others
✓ brave	✓ helpful good friend	✓ responsible
✓ businesslike	✓ good leader	✓ risk taker
✓ calm	✓ good listener	✓ self-confident
✓ can be firm if necessary	✓ good looking	✓ self-reliant
✓ caring	✓ good manners	✓ self-respecting
✓ clean	✓ good neighbor	✓ sense of humor
✓ committed	✓ good parent	✓ sensitive
✓ common sense	✓ good singer	✓ speak several languages
✓ communicates well	✓ good with details	✓ spiritual
✓ compassionate	✓ good with words	✓ spontaneous
✓ considerate	✓ honest	✓ straightforward and direct
✓ cooperative	✓ humorous	✓ strong
✓ courteous	✓ independent	✓ team player
✓ creative	✓ inspiring	✓ tolerant
✓ daring	✓ intelligent	✓ trusting
✓ dedicated	✓ joyful	✓ truthful
✓ dependable	✓ keeps agreements	✓ understanding
✓ diligent	✓ kind and reassuring	✓ unselfish
✓ disciplined	✓ leadership	✓ visionary
✓ do what needs to be done	✓ likes responsibility	✓ warm
✓ don't give up	✓ lots of friends	✓ well-dressed
✓ eager to get along with others	✓ lovable	✓

✓ eager to please	✓ loving	✓
✓ effective	✓ loyal	✓
✓ efficient	✓ makes a difference	✓
✓ elegant	✓ makes a good impression	✓
✓ encourages others	✓ mathematical	✓
✓ enjoys taking care of others	✓ mechanical	✓
✓ fair	✓ motivates others	✓
✓ feeling	✓ musical	✓
✓ forceful	✓ never gives up	
✓ frank and honest	✓ observant	
✓ friendly	✓ often admire	



5 Top Strategies to Own Your Authority and Advance your Career

[Free Leadership Audio Course]



A 40-minute motivational step-by-step blueprint for professionals seeking to advance their careers (includes transcript):

- Project yourself with leadership presence and purpose.
- Know your value and career assets to market yourself effectively.
- Command respect and recognition by clearly communicating your results.
- Build meaningful relationships that support you for a lifetime.

Leadership Audio Program

Introduction

▶ 6:51 / 6:51

Part 1

▶ 0:05 / 10:55

Part 2

▶ 0:10 / 3:22

Part 3

▶ 0:00 / 6:26

Part 4

▶ 0:00 / 4:38

Part 5

▶ 0:00 / 5:45

Your Host



Marisa Santoro
Former Wall Street executive, career coach,
author of "Own Your Authority"



MARISA SANTORO, a former Wall Street IT executive and the founder of the career learning platform In Our Shoes (www.InRShoes.com), is a keynote speaker, career coach, corporate leadership trainer, diversity and inclusion consultant, and author of [*Own Your Authority*](#) (McGraw Hill).

Her expertise in leadership and professional development, as well as effective business communication, has been brought in to support business leaders across clients in diverse industries such as Merck, American Express, UBS, Anheuser-Busch, Allianz Global Investors, Sony Music, S&P Global, Royal Bank of Canada (RBC), New York Council of Nonprofits, Women in Tech International (WITI), Aetna Healthcare, New York University (NYU), NYU Langone Medical Center, New York and New Jersey city governments and many more.

She is a TEDx speaker, and honoree of the Woman of Influence award from New York Business Journal and BizWomen.com for her years of mentoring and coaching midcareer leaders, executives, healthcare professionals, and sales leaders to achieve higher levels of influence.

She also writes a [career column for American City Business Journals](#), covering their how-to career and business strategy sections, with articles published across 44 cities in the United States. Her [TED talk, “Speaking Without Apology,”](#) guides on how to detach from language that feeds into the “Sorry

Syndrome” and make subtle tweaks in your speech to springboard you from diluting your value to spotlighting your assets immediately.

She guides professionals how to reclaim their confidence, tap into their instincts and embrace their inner dialogue using proven tactical tools, and strategies in proven step-by-step career leadership programs coaching on ways to authentically build trust as leaders and advance in their careers.

She delivers seminars, workshops, webinars, coaching, microlearning “just in time” modules, and self-paced multimedia courses to fit your organization’s training needs. Her work has been integrated to launch Women’s Leadership Initiatives, Leadership Academies, Diversity and Inclusion Initiatives, New Hire Programs and used in learning and development programs across government agencies, nonprofits, and organizations in the financial services, health care, real estate, education, and wine sectors.

Prior to any coaching or training program, she delivers a pre-assessment clarity questionnaire to every participant in order to assess where they are struggling in their career, what the pain points are and where they would like to be in their career, in 3, 6, 12 months’ time – their breakthrough career goals.

In the world of leadership development, there’s no shortage of advice on what to do to drive career success—but very little is said about who to be and listening to your intuition. While leadership skills are important, self-trust is the foundation that great leadership is built upon—and developing it is a deeply personal process. In [*Own Your Authority*](#), career leadership expert Marisa Santoro provides the knowledge, tools, and insights you need to understand and embrace your authentic personality and trust your intuition.

“This is the heart of increasing confidence in any area,” she writes, “taking on risk in small increments, stepping into new territory, facing fears, learning, failing, growing, and circling back to take on more risk that will stretch but not freeze you.”

Great leaders communicate clearly, speak up when it matters most, and thrive on taking on measured risks. Through self-awareness, they embrace acts of discomfort every day—all in the name of learning, growing, and achieving higher levels of influence and leadership.

And it all comes with self-trust and confidence.

