

EPIC! Rule #6



The magic is in HOW you love

EPIC! Rule #6: It is not who you know – it is how you are known for the way

“I hate to network”. “The grandstanding and backslapping of networking for my job feels so inauthentic”. “Why can’t my work speak for itself?”. I hear themes and variations of these reactions constantly from women who are striving to make a difference in their organizations and communities.

It’s not enough to explain that the majority of an organization’s intellectual capital are its “relational assets” - the people their people know. The need to network still feels awkward and sometimes, downright “dirty”. The paradox is that all of these women tell me that they love to host people, even strangers, in their home.

So I share with them what works for me - an introvert who has learned how to practice extroversion. I give myself a “job” of “hostess with the mostest”. I walk into any crowded conference setting pretending that it is my living room. I go up to a pair talking to each other, introduce myself, ask them “how is it that you are here?”. I tell them a little about how it is that I am there. Then suggest that we go meet a few more people. I take the lead. Find another pair or triad. And introduce the new people to my two new friends. Moderate the rest of the intros. Rinse and repeat.

Here is the bottom line. I take it upon myself to bring love into the room - and then help it circulate. I learned this by applying EPIC! Rule #6 in my decade game.

EPIC! Rule #6: It is not who you know – it is how you are known for the way you love. Many women have an ambivalent relationship to ambition. Instead of the often seen “hero archetype” of “Speak Loudly and Carry a Big Stick”, women dream big yet play small. We are conditioned from early years to be “modest”. To not put ourselves first. To not brag. Yet, ambition is a function of 1) growing in mastery and 2) being recognized for that mastery by others. In the Decade Game, players imagine how they will be known in the world and by the people they love after a decade of dedicated play, with power, on purpose. “Being known” requires a strong brand. Your brand grows based on how people FEEL when they engage with you. It’s less about your performance and more about the quality of your presence. At its essence, it is about how you love.

I’ve never met a women who doesn’t want to empower others. However we have become very practiced in leaking our power and dimming our light to ensure others are not discomforted. However, love for humanity is never inauthentic.

Make sure you are not your best kept secret. And practice bringing love into the room and help it circulate.



If you want to add your love to mine, come join me back at the [Modern Elder Academy](#) in Baja in April 3 - 8. I am over the moon to be back there to lead a deep immersion into EPIC! and the Decade Game (for women only) and be teamed with an awesome MEA facilitator to bring women the complete MEA experience. <http://bit.ly/3jq2v48>

Sending love and light -
Carolyn

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