



The Truth

By Sunil Bali

Tennis legend Martina Navratilova said, "Labels are for filing, labels are for clothing, labels are not for people."

In my experience, most people overvalue what they are not and undervalue what they are.

We tend to focus too much on job titles and qualifications, and not enough on the impact we make on the lives of others. At my first lecture at Business School, my Professor, **Manfred Kets de Vries**, said to the class, "If you know what makes people mad, sad and glad and then can consistently make them glad, then you don't need an MBA."

The fact is that even the greatest experts don't know it all. No one has a monopoly on the truth. Life changes for the better when we realize that we don't have to know everything and we don't have to pretend we do. It's when our hearts and minds are open that opportunities enter.

The truth is that we're far more compelling than our job descriptions and our Bios.

When we choose to peel away some of these generalisations, kiss goodbye to the labels we've been given and instead project our passion for what we do and why we do it, we attract all the people, resources and opportunities we need to succeed.

This year someone will choose to let go of their past, rewire their present and rewrite their future. This year someone will choose to turn pain into power, fear into fortune and confusion into clarity. This year someone will choose to trust themselves, take bigger risks and be so good that they can't be ignored.

The question is not so much can you, but will you?

Make every day this year chooseday.

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About the Author

Sunil is a Performance Coach, Speaker and Author.

Ex Head of Talent for Vodafone Group and Santander, and having run a £50m business, Sunil has been responsible for hiring over 50,000 people and has had the pleasure of working with some great entrepreneurs, professionals and leaders.

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