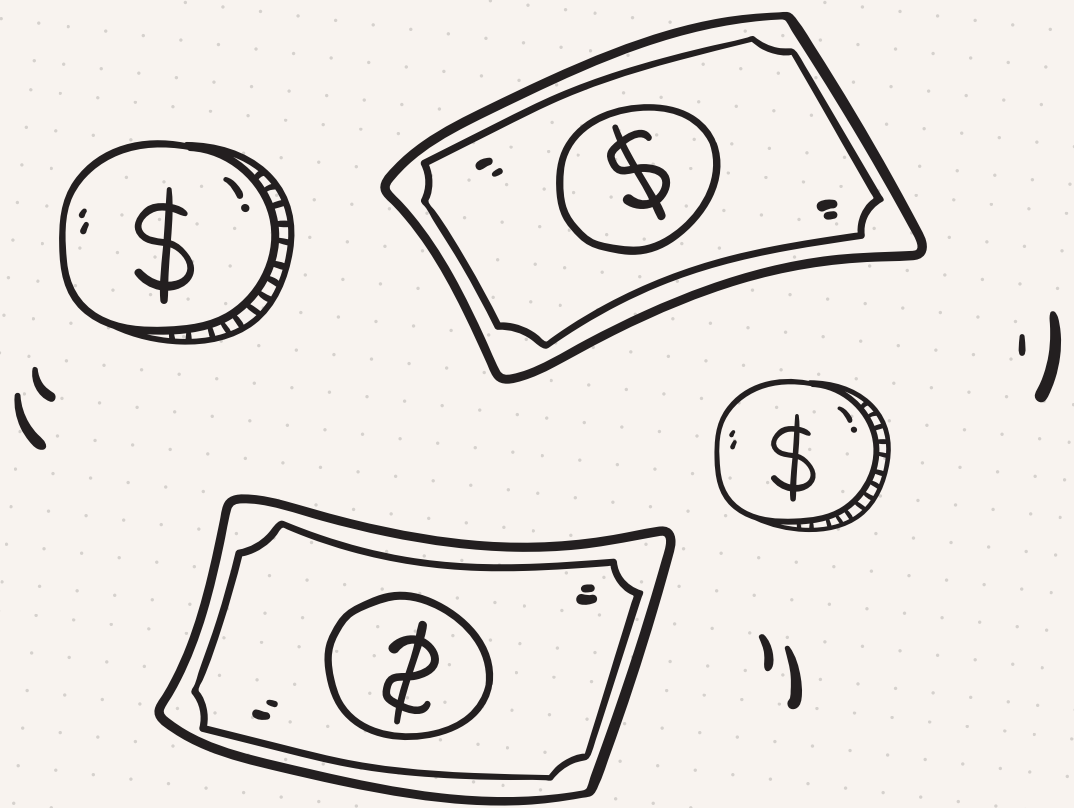


7 STRATEGIES TO SELL YOURSELF AT WORK

(without being arrogant):



Reno Perry



1. BUILD GENUINE RELATIONSHIPS

Take the time to understand the work your colleagues do and who they are as people.

Acknowledge their expertise.

They'll be more likely to help when you need something.

Reno Perry



2. USE RECIPROCITY TO GET ALLIES

If you need support for a project, first offer assistance or resources to colleagues.

They're more likely to back your initiatives if they've previously received help or value from you.

Reno Perry



3. HIGHLIGHT ACHIEVEMENTS WITHOUT BRAGGING

Instead of simply stating that you've accomplished a task, share the actual results of your work.

Ex. "By streamlining the data entry process, we've reduced errors by 20% and saved about 10 hours of team effort each week."



4. LEVERAGE UNIQUE STRENGTHS, EVEN IF THEY'RE INTROVERTED ONES

As an introvert, you might propose and lead a research project that requires concentration and thoroughness, showcasing how introverted traits can bring immense value.



5. CONSISTENTLY UPGRADE AND SHOWCASE SKILLS

If you discover a new software that's relevant to your job, spread the wealth and offer to teach people on the team how to take advantage.

This showcases both your commitment to learning and your willingness to contribute to the team's success.

Reno Perry



6. POSITION YOURSELF AS A BRAND

Establish a reputation for being the 'go-to' person for specific tasks or topics.

If you're known for creating awesome presentations, offer to review or help design major pitch decks.

Colleagues and managers will associate your brand with excellence in that area.

Reno Perry



7. NEGOTIATE ASSERTIVELY, NOT AGGRESSIVELY

If you want a raise, approach the conversation empathetically.

Ask, "How can we ensure my compensation reflects my increased responsibilities?"
This encourages collaboration.

Reno Perry



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