

Talk to the hand - it will help you in the long run

From a young age I was taught that the mind is a very powerful thing and that actions are as powerful. My sibling and I were very careful of what we dedicated our minds to because we knew that meant we would need to follow through and 'make it happen'. Luckily, that works really well when aiming for growth and excellence within a particular industry.

 By [Katlego Ledimo](#) 2 Jul 2013

Talking to the hand means, translating your ideas, creativity and knowledge through your work (whatever that may be).

Being young in any industry is already a challenge because you are playing 'catch-up' with experience, wisdom and talent. So, how do you make sure that you are guaranteed a spot in the 'wall of fame' of the industry when you are more experienced, wiser and still talented? Answer: 'Talk to the hand'.

The hand is a direct translation to the work you do, the results you achieve, the mistakes you make and rising from the fall of your mistakes. This does not take a month or two, but that is where it all starts, within that month or two.

Here are a few signs you may need to portray to stay in line of that 'wall of fame' award:

1. **Translate meetings to your level by asking yourself:** 'from what they were talking about in there, what is required of me to make it happen?' It may be putting together the contact sheet and reminding everyone of what they need to do to get to the ball posts.
2. **Ask questions:** It is hard to approach the company's MD and ask him a question, and sometimes you do not have to. But ask someone something! 'What is your opinion on Obama being in SA and the publicity he is getting?' Note: Do not ask about coffee making and the latest celebrity scandal, that will come after you have warmed up to the way people react to you and your comments.
3. **Show interest:** Be careful with this one because as soon as you show interest in something, you need to maintain that interest by finding out more and having an opinion about your interest. At the same time, you need an interest so that you can finally claim that you are passionate in something. Remember: passion is gained from doing something well numerous times and actually wanting to do well at it all the time. So do not claim a passion before you can prove it.
4. **Think:** We all think differently and translate things differently, and that is okay. The mind is a very powerful thing. So use it. That does not mean share every idea you have in mind (that would be school level) but share your thoughts when topics are raised and apply them back to the business or your working area (this is the industry level). This will enhance the way you interact with people and ideas.

Note, this is no formula to success or a way to behave, but it will help a long way when you look back at the things you started to adopt and those you let go of in pursuit of personal growth and translating that into the industry.

ABOUT KATLEGO LEDIMO

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