

Conquer the Fear of Asking for Constructive Criticism

July 12, 2011 by [Martha Newman, J.D., PCC, TopLawyerCoach, LLC](#)



Be Willing to Ask - and Often

It's quite common to be afraid to ask for constructive feedback because, frankly, people are afraid of what they are going to hear. But, the truth is the truth. Aren't you better off knowing the truth than living in the dark? As the saying goes... "You can't fix what you don't know is broken."

Learn to improve your life, your relationships, your work habits, and your **PERFORMANCE** with feedback!

To do this you must first **ACTIVELY solicit feedback** from friends, colleagues, clients, even your boss. Ask questions - a lot of questions. Probe for ways you can do things better.

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After receiving feedback, accept it and be grateful for it - even if it's something you did not want to hear. You could say something as simple as, "Thank you for taking the time to share that with me." Accepting feedback with open arms will get you a reputation for being open to constructive criticism - and that's a good thing.

Once you've asked for and received feedback, it's time to put what you heard into action. Take whatever steps are necessary to improve the situation, including changing your own behavior and habits.

In his national bestseller, *The Success Principles*, Jack Canfield says, "Feedback is a gift that helps you be more effective." He cites the work of author, Wendy Stehling, who literally asked her way to success in three months.

Canfield writes,

"...[Stehling], worked in an advertising agency but hated her job. She wanted to start her own agency but didn't have the money to do so. She knew she would need about \$100,000, so she began asking, "What's the quickest way to raise \$100,000?"

Sell a book, said the feedback.

She decided if she wrote a book that could sell 100,000 copies in 90 days - and she made \$1 per book - she would raise the \$100,000 she needed. But what kind of book would 100,000 people want? "Well, what are the best selling books in America?", she asked.

Weight loss books, said the feedback.

"Yes, but how do I distinguish myself as an expert?" she asked.

Ask other women, said the feedback.

In the end, Stehling wrote that weight loss book and released it April 15. By June, she had her money - all because she asked people what they wanted and she delivered.

Don't be afraid to ask for feedback - ever.

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