



## Hi Everyone!

Happy April. Spring has arrived! And the excitement everywhere is brewing.

And that's not the only thing I'm excited about right now. This month, I'm combining two of my favorite things into a new series I'm launching called "Author Talks Live!"

I'm an avid reader and always carrying a book around. Making reading part of my ritual has been so important to my growth and curiosity. And I love sparking conversations with thought leaders and learning more about their areas of expertise. So my new show is focused exclusively on both those things: talking to authors and digging into their breakthrough ideas. Plus, I'm streaming it live on LinkedIn, Facebook and YouTube so that viewers can get in on the action and be part of the conversation.

## "Yes" Is Where the Action Is

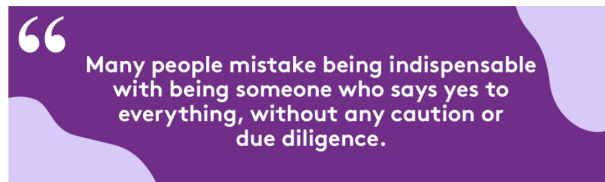
We streamed our first episode of "[Author Talks Live!](#)" a few weeks ago. I reached out to my friend Bruce Tulgan to be my very first guest (I met him years ago as he went to undergrad with my husband Theo). Bruce has spent the last couple decades advising companies on how to improve their workforce through better communication. He's a management guru and the author of over 20 books (!!!), including his latest, [The Art of Being Indispensable at Work](#).



[watch the video](#)

So how do you become indispensable at work? Bruce calls it being the "go-to" employee. You know, the person that managers turn to when they need something done – and done well. But for many people, they mistake being indispensable with being someone who says yes to everything, without any caution or due diligence.

Bruce had an insight on this topic that rang so true with me: "People say to me – but you have to learn how to say 'no' sometimes. And I'm like – actually, you have to learn how to say 'yes.' Yes is where all the action is. Yes with a plan. Yes with ownership of next steps. Yes with sequencing and timing.



Learning how to say yes! Absolutely! So when you say "yes" it has to be accompanied by everything that's implied with that yes. How long will it take? What do you need to succeed? What is your plan of action? What are you going to deliver at the end of the day?

So many times, in the rush to impress a manager and say "yes," people will forget those fundamentals. (And digital communication can often make conversations more disjointed, which doesn't help.) I wrote about this topic in a [recent article focusing on soft skills](#). Making sure that we're communicating effectively. Making sure that we're keeping colleagues informed and "closing the loop." In short, making sure that work is an ongoing dialogue. It's such a critical piece of the puzzle which surprisingly few people do well.

## Which Leads Us Into "The Lost Art of Connecting"

And then just last week my next guest on "Author Talks Live!" was Susan

And then just last week, my next guest on Author Talks Live was Susan McPherson, the author [The Lost Art of Connecting](#). She was the perfect follow-up to my conversation with Bruce, as we talked about ways of introducing human contact back into our business relationships – and bringing more meaning to those connections.

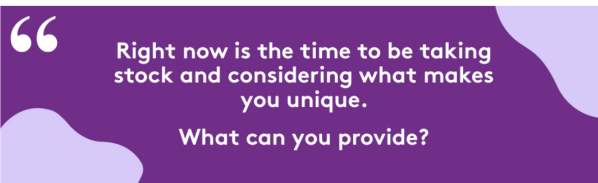


[watch the video](#)

Susan is a master networker. And by master, I mean someone who has truly learned the ins and outs of forging strong connections with her colleagues. I've learned so much by example from Susan. And now with her new book, she lays out her methods for everyone to build relationships that are authentic and rewarding.

You can immediately recognize how heartfelt and important this topic is to Susan. Our relationships define so much of our lives, and too often in the world of business, people mistake networking for a transactional pursuit. *What can I get out of connecting with this person? How can I benefit?*

Susan's goal is to restore meaning into relationships that have devolved into clicking a "thumbs up" button or pasting in an emoji. And it starts with a simple but powerful question: "How can I be of help?"



The stumbling point for many people, according to Susan, is that we underestimate ourselves. "Sometimes we think – 'agh, what do I have to offer?' – but every single person has a chief differentiating factor or secret sauce or superpower."

And in fact, right now is the time to be taking stock and considering what makes you unique. What can you provide? We're on the verge of society opening back up, and we have a chance now to think about what we're going to take from the last year of lockdowns and limited social interaction. What will you do differently?

"This is an opportunity of a lifetime," Susan says, in her infinite wisdom. "We have a do-over opportunity. We can be very intentional right now. To be mindful of the community we want to build around us. Now is the time in the next couple months to think: what I can personally bring to the table so that I can be helpful to my community."

And once we all re-emerge from our home offices post-Covid, I don't think we'll ever take for granted how important our closest and most meaningful relationships are.

### **Next Up? How We Feed a Growing Population Through Innovative Farming**

Next Friday, April 30th at noon ET, I'll be talking to Amy Wu about [From Farms to Incubators](#), which is not only a book but also a documentary, and it shines a light on some of the incredibly impressive female innovators in the agricultural-tech space. Mark your calendars!

What I love about this new show is seeing the comments and questions come up in real time from viewers watching the show live on Facebook, YouTube, or LinkedIn. So many of the people I have on the show offer real, practical guidance for readers, and it's so awesome to offer people a venue where they can interact directly with their favorite authors to seek out advice.

Thanks for subscribing to my newsletter! Keep your comments coming. I love hearing all your suggestions and feedback. And join me for "Author Talks Live!" and be part of some amazing conversations!

*Kara*  
Kara

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