

— Overcompensation is a killer



One of the worst things you can do in social situations is to overcompensate.

What this looks like is:

Awkwardly parroting phrases that you rehearsed beforehand.

Excessive explanations.

Apologetic behavior.

Virtue signaling.

Artificially constructed closeness.

Forced smiles.

Trying to convince.

Sweetness and light projections.

Low awareness of public identity.

Scattered chatter.

What works is:

Sincerity.

Contextual speaking.

Presence.

Appropriateness.

Well placed acknowledgments.

Ability to hold frame.

Language in use.

Being neutral.

Low reactivity.

Posture.

How you show up matters.

So:

Be intentional.

Be respectful.

Be gracious.

Go home early.

— Dusan Djukich