

# THE JORDAN HARBINGER SHOW

## Worksheet for Nilofer Merchant | Make a Difference from Anywhere in the Hierarchy (Episode 112)

Power and status have dominated the news cycles of late -- from the inner workings of Hollywood to the hallowed halls of government. But what effects do power and status have on ideas and organizations?

If you're like most, you want the ability to make a difference, but lack the credentials in your current hierarchy to make your voice heard by the higher-ups. Today, [\*The Power of Onliness: Make Your Wild Ideas Mighty Enough to Dent the World\*](#) author Nilofer Merchant joins us for [episode 112](#) to explore how you can make a difference and spread your good ideas no matter what rung of the ladder you occupy.

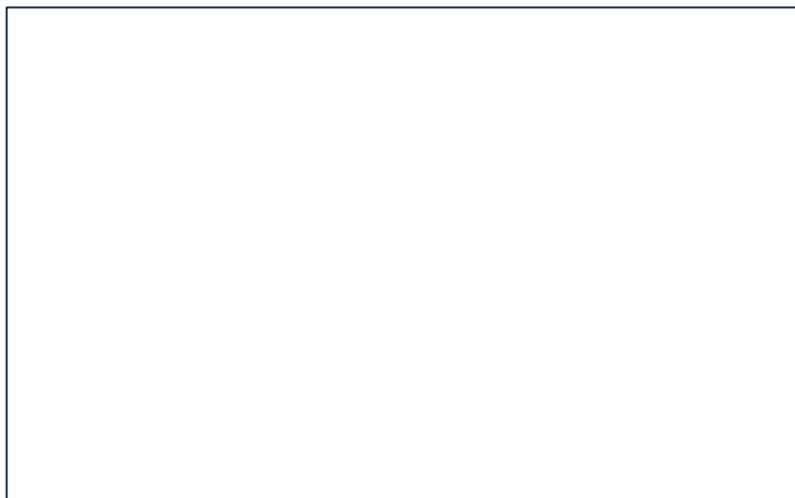
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## Of Silhouettes and Souls

Nilofer and I began the podcast by talking about a topic the show doesn't often come across: arranged marriage. Her traditional Muslim Indian family wanted Nilofer to enter an arranged marriage, though she wanted higher education for herself -- which led to a falling out with her family. That difficult experience left her with a thought that's been helpful for her in business and life: *sometimes people don't see you as you (a "soul"), they only see you as a category (a "silhouette")*. In business that could be *too young*, *wears glasses*, or any number of categories.

**Do you think you see more souls or silhouettes? Would you like to change this? How do you think that would help your life? How about the lives of others?**



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## Using Your Past

Nilofer's story is one of courage and bravery. It was leaving her family that helped her develop a certain "muscle" by which she was able to see herself as worthy even when other people did not, and she's been able to pass along this lesson to others.

When people are faced with a tough decision, she recommends they first realize that either horn of the dilemma is going to be sharp. However, when faced what's right for you versus what fits into what other people expect of you, she says the latter will always be the much harder choice. Her advice is effective because her experience has depth and weight.

**Where in your life has hardship resulted in wisdom? Have you been able to use it to serve others?**

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## What We Can All Do Today

“Every single one of us has some power,” said Nilofer. Her advice is to use your power to prop up others. This is a way to be of service to others while helping combat bias. Her suggestion starts with asking yourself these two important questions:

- **When was the last time I asked someone with less power for their ideas?**
- **Who could I serve to make sure their voice gets propped up?**

**From there, take action accordingly.**

*Full show notes and resources for this episode [can be found here](#).*

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## About



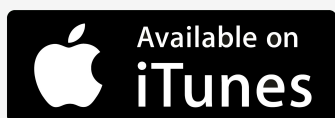
Join Jordan Harbinger (critically acclaimed host, formerly of The Art of Charm) as we get deep into the untapped wisdom of the world's top performers -- from legendary musicians to intelligence operatives, iconoclastic writers to visionary change-makers.

We deconstruct the playbooks of the most successful people on earth -- and learn new strategies, perspectives, and insights you can't find anywhere else. Then, take these insights into your own life and live what you listen.

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