

10 Things That Quietly Undermine Your Credibility (And What to Say Instead)

1. "To be honest..."

Implies you weren't honest before. Try: "Here's what I've found to be true."

2. "Do you want my honest opinion?"

Suggests your usual opinions might not be honest. Try: "Would it help if I shared what I've seen work?"

3. "Honestly..." (with a pause)

Can cause subtle doubt. Try: "Let me share from experience..."

4. "I'm no expert, but..."

Downplays your expertise. Try: "Here's what's worked for me and my clients."

5. "I could be wrong, but..."

Prepares people to doubt you. Try: "Let's explore this together."

6. "This might sound silly, but..."

Dismisses your own insight. Try: "This may sound unusual, but it's powerful."

7. "Just my two cents..."

Makes your wisdom sound cheap. Try: "Here's something that's helped others."

8. "You probably already know this, but..."

Minimizes your value. Try: "Here's a reminder that really helps me..."

9. "I'm not sure if this will help, but..."

Undermines confidence. Try: "This might be just what you need today..."

10. "I don't know" (outright)

Creates uncertainty. Try: "I may not have the answer this red-hot minute, but let me pray and meditate on it."