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# The Enerpace *PaceSetter*

News as Individual as YOU Are



April, 2013

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Dear Subscriber,

I know - April Fool's Day is over for this year. Whether it was Google or all the "tricks" on Facebook, everyone seemed to be in the spirit. I was priding myself on recognizing all the hoaxes, until finally, Cesar Milan suckered me in. (Hey, I STILL believe he could walk a pack with ANY animal in it!)

That started me thinking about all the things we are SO sure we know for sure...until they turn out not to be so. For example, we all know about the wonderful supplements that are so fabulous for our health....until the next study says exactly the opposite.

So this month we're featuring articles that will challenge what you think you know, and hopefully provide a different perspective to stretch your thinking. Afterall, that's what we coaches do!

Until next month-

Elene

p.s. It's that time again! We are collecting pledges for the 2013 National Alopecia Areata Walkathon that we participate in faithfully at their annual conference. Maria has been so thrilled to be among the top 10 fundraisers the past few years (That's her below in the yellow shirt with her prize)! If you'd like to help her win again this year by making a fully tax deductible contribution, please send a check payable to NAAF to Enerpace, 240 N. Addison Ave., Elmhurst, IL 60126 Thanks!



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## LEADERSHIP LEARNINGS

### *To Get Better Decisions, Get a Little Fuzzy*

Bob Frisch, *HBR Blog Network*

How much time do we waste assigning activities to be done by certain times or ranking them in order of importance?

Try something new - don't be so precise. This allows you to look at what is important now. The rest can wait until later.

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## Upcoming Events

(All Listed in Central Time)

"9 Ways Email Can Ruin Your Credibility" - Webinar, Fri 5/3/13 at 12 Noon  
[Details](#)

"LinkedIn Power Users: How to Be Productive in 2 Minutes or Less" - Webinar, Fri 6/7/13 at 12 Noon  
[Details](#)



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### CAREER MANAGEMENT CORNER

*Go Ahead - Take the Crappy Assignment, Says Pepperidge Farm President Irene Chang Britt*  
Jan Turner, *Womenetics*

The career of this fascinating woman took off when she did the thing we all "know" not to do - she decided to 'take the crappy assignment'. Ms. Britt proved by making those leftover projects a success, you'll get yourself noticed.

This article outlines the steps she took to make her way to President of Pepperidge Farm!

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### BUSINESS BUILDING BLOCKS

*5 Ways to Raise Your Rates and Keep Your Clients*

James Clear, *OPEN Forum*

We all know if we charge more we'll lose our customers, right? In fact, the opposite may be true! Price often denotes quality. Charging more implies you have a better product/service and increases your profit.

Here are 5 ways to raise your prices without 'feeling' like you are raising your rates!

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### ENERPACE NEWS

1. Enerpace talks about identifying your key stakeholders in the article "*How to Get Started on the Right Foot in Your New Job*"

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2. There ARE steps you can take when you are not happy with your current job. Check out our advice in "What to Do When You Loathe Your Job".

[Find Out More](#)



3. Need tips on dressing professionally? Read about "*Dress to Impress: Business Fashion Tips*" - Enerpace is tip #54!

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4. If you want to learn the "*Secrets of Highly Successful Businesses*" then this is the article for you. Some may surprise you - - out advice can be found in the sidebar on page 35!

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## Enerpace Expert

### *Data Encryption*

John Becker, Medical Office Systems, LLC

All our data MUST be encrypted, right?? Not! You may think you have great reasons to encrypt your data. Before you do that, check out this month's advice from our Enerpace Expert for some cautions to think through first.

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## COOL TOOLS

*Hourly Rate Calculator,*  
[freelanceswitch.com/rates/](http://freelanceswitch.com/rates/)

Think you know your hourly rate? Think again! Have you factored in ALL your expenses and your skill and experience level? This handy tool guides you to think through all the factors you may have overlooked and helps you determine what to charge

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## GREAT BOOKS

*Should I Stay or Should I Go : How Controlled Separation(CS) Can Save Your Marriage*

by Lee Raffel

Having difficulty in your marriage? Think the only way to save it is to stay together?

The author uses client case studies to show how controlled separation provides the distance to work things out, while eliminating the stress and uncertainty that accompanies any other type of separation. Who'd have thought separating could save your marriage?

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## QUOTES YOU CAN USE

*"The thing that is really hard, and really amazing, is giving up on being perfect and beginning the work of becoming yourself."*



Anna Quindlan (1952 - )  
American Author, Journalist and Columnist

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