

# The Enerpace PaceSetter

News as Individual as YOU are!

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April 2017

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Dear Subscriber,

This month's topic was inspired by 2 of my 3 amazing, successful, brilliant new clients. Why just 2 of them? The 3rd is equally wonderful, but he's male and this topic doesn't apply.

Why is this a "woman thing"? Why is a woman classified as aggressive when she does or says the same things considered merely assertive by her male peers? Conversely, in some instances, it's ALSO true that if women do NOT behave this way, they won't be respected, have a voice at the leadership table or make any progress on their goals. What's a woman to do?

I don't have the answer, but here are a few thoughts:

1. I know it's 2017, but sadly corporate cultures haven't caught up with society's realities. There'd be more women in C-Suite roles otherwise. Follow the advice of this [month's quote](#) and adjust your sails to the reality.
2. We saw this dichotomy play out on a national scale in the last election, from the media coverage to the words used on social media.
3. Women do have the advantage of higher EQ scores than men. Use it! Try to select when you utilize the assertive tactics others label 'aggressive'. Don't always show up that way and they'll have more impact.
4. Men – if you don't want your daughters and granddaughters dealing with this, be aware of

## In This Issue

### [Leadership Learnings](#)

6 Ways to Disagree with Senior Management

### [Career Management Corner](#)

How to Deal with a Chronically Indecisive Boss

### [Business Building Blocks](#)

Getting your potential customer to say yes

### [Enerpace News](#)

### [Enerpace Expert](#)

Rev. C. Scot Giles

### [Cool Tools](#)

Productive Living Newsletter

### [Great Books](#)

### [Quotes You Can Use](#)

## Upcoming Events

All events are open to the public and listed in Central Time:

your reactions and the times you think "what a Bi@\*!!" . Would you feel the same way if she was male? No judgment. Just awareness.

Assertively –

Elene

P.S. It's that time of the year again! Please help find a cure by donating to our fundraising page for National Alopecia Areata Foundation -

<https://support.naaf.org/fundraiser/973438>

Thank you!

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## Leadership Learnings

### 6 Ways to Disagree with Senior Management

Priscilla Claman, *Harvard Business Review*



It's not easy to assertively disagree with senior management. It's important to do it right, so here are some simple ways to carefully make your

opinion known.

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[Back to Top](#)

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## Career Management Corner

### How to Deal with a Chronically Indecisive Boss

Rebecca Knight, *Harvard Business Review*

Very frustrating - especially if you have a more assertive personality. Click below for suggestions and case studies to help create a better working environment.



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[Back to Top](#)

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## Business Building Blocks

### Getting Your Potential Customer to Say Yes

Nick Harrison, *Crain's Chicago Business*

Getting a "yes" can require you to be both influential and assertive. So those with a higher level of

Enerpace is offering a May webinar,

**"Corporate Politics Secrets from the C-Suite!" -**

Thu, 5/11 at 11am to 12 pm CST

[Details](#)

If you missed Enerpace's previous Emotional Intelligence webinars, there's still a chance to see them.

April Webinar ,  
**"Negotiating with Emotional Intelligence - Achieve More, Sell More!"**

[Details](#)

February webinar,  
**"Influence Without Authority Using Emotional Intelligence"**

[Details](#)

And, stay tuned for an Enerpace webinar in June as well.

If you join either the upcoming May or June webinars, we have a special offer to allow you to see how you rate in all 15 Emotional Intelligence Competencies, to view your EQ results report and to attend a 2-hour online workshop.

[Details](#)

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Have questions about social media and building relationships to market yourself, your business, or both?

Enerpace works with [Social Jack](#) to stay on top of the rapid changes in social networking.

Check out "Social Jack TV" at no charge every Tuesday at 1pm CT.

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[Back To Top](#)



Emotional Intelligence have a better shot of closing the deal! How? This great article provides suggestions!

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[Back to Top](#)

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## Enerpace News

1. Join us in May for the next installment of our Emotional Intelligence Webinar Series.



"Corporate Politics *Secrets from the C-Suite!*", on Thursday, 5/11 at 11am CST. Register [HERE!](#)

Those who reach the executive ranks know that "politics" is NOT a 4 letter word! In fact, what some call politics is just strategic relationship building and requires strong Emotional Intelligence.

**Want access** to these best practices? **Attend this webcast** and learn:

- What Emotional Intelligence competencies create political savvy - - and how to raise yours!
- Best practices used by our real executive clients to create the relationships that moved them up through the ranks.
- A simple tool that encourages folks to feel favorably towards you and your requests, so you'll be better positioned for success.

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[Back to Top](#)

2. Elene Cafasso and Enerpace Executive Coaching were recognized at the Elmhurst Chamber of Commerce & Industry's **"Salute to Business and Professional Services"** at the recent 2017 Spring Luncheon.



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[Back to Top](#)

3. It's a tough spot to be in but you are not helpless. Read what Enerpace has to say in the article, *10 Things to Do When You Are Between Jobs*".

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[Back to Top](#)

4. Finally, don't forget to check out Elene & her daughter Maria's fundraising page for National Alopecia Areata Foundation -

<https://support.naaf.org/fundraiser/973438>

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[Back to Top](#)

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## Enerpace Expert

### Sermon: Not My Circus, Not My Monkeys

Rev. C. Scot Giles, [www.csgiles.org](http://www.csgiles.org)



Elene's current favorite saying!  
Because assertive people know that "no" is a complete sentence! :-)

[Find Out More](#)

[Back To](#)

[Top](#)

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## Cool Tools

### Productive Living Newsletter

by David Allen

We sometimes need to be assertive about the "stuff" that reaches our desks and in-boxes.



One assertive question can make all the difference!

[Find Out More](#)

[Back To Top](#)

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## Great Books

### ***Assertiveness: How to Stand Up for Yourself and Still Win the Respect of Others***

by Judy Murphy

A key foundational step is how to respect yourself! This is a wonderful resource to work on assertiveness in all areas of your life!

[Find Out  
More](#)  
[Back To Top](#)



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## Quotes You Can Use

*" The pessimist complains about the wind;  
the optimist expects it to change; the realist  
adjusts the sails."*

William Arthur Ward (1921 - 1994)  
American Writer

[Back To Top](#)

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Ready to learn more?  
Go to [www.enerpace.com](http://www.enerpace.com) to request  
a complimentary coaching consultation!

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You are receiving this email either because you have asked to receive Enerpace's newsletter or because you have met or interacted with Elene Cafasso or a member of the Enerpace team. It is hoped that this information is useful to you. Please feel free to pass this information on to a friend who you feel will find it useful. We absolutely respect your privacy. To no longer receive our emails, select the "Manage Your Subscription" button in the lower left hand corner below.



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