

Enerpace.com ~ mail@enerpace.com ~ 630-832-4399

# The Enerpace PaceSetter

April 2023: It's the Little Things



## We Grow Agile Leaders Who Grow Purpose-Driven Firms

Hello Subscriber,

Although it is my habit to keep my eyes out for a newsletter topic, this month I was feeling decidedly uninspired. Until the quote below appeared in my inbox and really resonated with me.

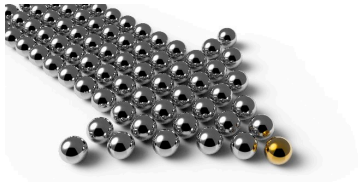
Big projects can easily overwhelm us unless we break them down into more manageable pieces. One of my favorite questions, to myself and my clients, is "What's the next 'right thing' you can do to move this initiative forward?". It often turns out that we're so focused on how much we have left to do, we fail to acknowledge ourselves for all we've already done!

Research, and real life, have proven that it takes 4-6 weeks for behaviors to become a habit. The good news is, however, that positive behaviors stick just as well as unhealthy ones. In fact, neuroscience shows that it's not worth trying to "break" a habit. Instead, cultivate the new behavior through repetition. Over time, it will replace the old behavior. In other words, focus on what you want to create and it will soon become your default behavior!

So – what's on your plate that feels overwhelming? What daily or weekly habit can you put in place to move it forward? Let me know and I'll be your accountability partner to make sure you get into action.

Here's to taking the 'next right step', because the little things mean a lot!

Elene



**"We must not, in trying to think about how we can make a big difference, ignore the small daily differences we make which, over time, add up to big differences that we often cannot foresee."**

Marian Wright Edelman (1939 - )

American Activist for Civil Rights and Children's Rights

---



## Leadership Learnings

**The Power Of Repetition: The Secret of Successful Leaders**

*Lighthouse Blog*

Repetition as a desirable leadership habit? It is if you want your message to be internalized so it sticks!

However, you can and should communicate it in different ways. Read more to find out how.

[Read More](#)



## Career Management

**3 Reasons Why Saying No More Often Might Be Good for You**

*Bernard Coleman, Inc.*

Here's a habit toddlers have mastered but adults often have trouble with! As burnout rates continue to soar, saying no is an important habit to master.

[Read More](#)

---



## Upcoming Events & Enerpace News

Elene contributed to Carol Roth's article, "Best Quotes for a Positive Mindset in Business". (See #24 on the list.)

Owning a small business can be challenging at times. Take a look at these great quotes from small business owners on staying positive!

[Read More](#)



## Business Building Blocks

### Connection Questions!

Andrew Sykes, *Habits at Work*

Andrew Sykes is on a mission to make sales the most trustworthy profession on the planet – no small feat! He believes we decide that we want to buy from YOU before we decide WHAT we want to buy from your company.

In this short video, learn how stories increase the effectiveness of connection questions.

[Read More](#)

## Great Books

### The 11th Habit

by Andrew Sykes

Andrew is one of Elene's favorite humans, a behavior change expert and a professor at Northwestern University where he teaches *Entrepreneurial Selling*.

In this book, he shows how companies can create a competitive advantage through their employees, by creating the culture, and habits, that enable them to perform at the highest levels.

[Read More](#)

**Need a People Plan to Make Your Business Plan a Reality?**

**We have Solutions for Individuals, Teams & Entire Companies**

Go to **Enerpace.com** to request a complimentary consultation or contact us at

#630-832-4399 or mail@enerpace.com

**FOLLOW US**

