

# The Enerpace PaceSetter

News as Individual as YOU are!

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April 2015

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Dear Subscriber,

Negotiation. We all have to do it. Negotiate your salary. The price on a new car. Even what movie you'll see or where we'll have dinner.

This month's theme is inspired by my daughter, Maria. As of this moment, she's decided to be a lawyer by day and singer by night. Next month may be different. However, I think she's definitely cut out for the law. She is the best negotiator I know, always ready with a "counter-offer" for any request I make of her. Coupled with a few bats of her baby blues, and she's hard to resist!

What are some of the atypical places you negotiate in your life? Where are some places you don't typically negotiate, but could?

I've got one for ya: Donate to "Team Maria" and Enerpace will match your donation, dollar for dollar, up to \$1000! Each year my family participates in the National Alopecia Areata Walkathon at their annual conference. With your help, Maria has been in the top 20 fundraisers each year. The competition is fierce, so we're raising the bar this year. \$1 or \$100 - a cure is in sight!

Thanks & Happy Negotiating!  
Elene

p.s. It's that time of the year again when I share with you my favorite charity - the National Alopecia Areata Foundation (NAAF)-in honor of my daughter, Maria. Please help by donating at <http://support.naaf.org/ILTeamMaria> . Thanks!

## In This Issue

### [Leadership Learnings](#)

What's Your Influencing Style?

### [Career Management Corner](#)

You Are Almost Certainly Starting Salary Negotiations Wrong

### [Business Building Blocks](#)

Negotiation Tips for Small Businesses, Entrepreneurs and Freelancers

### [Enerpace News](#)

[Enerpace Expert](#)  
Ed Brodow

### [Cool Tools](#)

How Emotional Judo Can Help You Take Control of Every Conflict

### [Great Books](#)

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

(All listed in Central Time)

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## Leadership Learnings

### *What's Your Influencing Style?*

Chris Musselwhite and Tammie Plouffe, Harvard Business Review



Did you know there are different influencing styles? We use them daily in both our personal and professional lives whether we are aware of it or not.

Read about five of those influencing styles in this article. You might want to try a different one for a change!

[Find Out More](#)

[Back to Top](#)

UCWBG May Webinar, Friday, 5/8/15 @ 12 noon CT

[Details](#)

"Coaching Skills for Leaders" - Workshop, Saturday, 5/9 from 9 - 1PM

[Details](#)

"Networking in the 21st Century" - UCWBG June Webinar, Friday, 6/5/15 @ 12 noon CT

[Details](#)

[Back To Top](#)

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## Career Management Corner

### *You Are Almost Certainly Starting Salary Negotiations Wrong*

Max Nisen, Quartz

Another reason for negotiation skills - determining you salary!

This article offers some helpful thoughts when you are at that stage of asking for a raise.

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[Back to Top](#)



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## Business Building Blocks

### *Negotiation Tips for Small Businesses, Entrepreneurs, and Freelancers*

Ross, Crowd Spring Blog



Negotiating agreements is part of the job description. So, you better learn how to do it to be successful in your small business.

Follow these ten tips to help you navigate a sometimes difficult situation!

## Enerpace News

1. Need some marketing ideas? Check out "19 Creative Local Marketing Ideas" and Enerpace's idea about LinkedIn!

[Find out More](#)[Back to Top](#)

2. Effective and economical ideas - "10 Quick Ways to Improve Employer Branding and Top Talent Recruitment." Enerpace talks about communication!

[Find out More](#)[Back to Top](#)

3. Enerpace offers some thoughts in "*Tips for Building Consumer Confidence in Your Company.*" Great read!

[Find out More](#)[Back to Top](#)

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## Enerpace Expert

### ***10 Tips for Negotiating in 2015***

Ed Brodow, Negotiation Expert, Speaker and Author



Needs some tips for negotiating from an expert? Then read the article, [10 Tips for Negotiating in 2015!](#)

And, this was recommended by

our Enerpace negotiation expert, Diana Atkins, when she spoke on the subject for the [UCWBG](#) earlier this month!

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

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## Cool Tools

### ***How Emotional Judo Can Help You Take Control of Every Conflict***

by Minda Zetlin, Inc.

Don't add to the conflict! Follow these great steps to cleverly handle any disagreement that comes your way!

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



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## Great Books

### *Getting to Yes: Negotiating Agreement Without Giving In*



by Roger Fisher,  
William L. Ury,  
and Bruce  
Patton

Negotiation skills  
don't come easy  
for everyone.  
Perhaps you  
need some

advice to help settle those professional conflicts so everyone comes away feeling like they got something. This classic book is recommended by attorneys one that we can all learn from.

Take advantage of these steps to help you get to the answer you want!

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[Back To Top](#)

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## Quotes You Can Use

*"Leaders do not avoid, repress, or deny conflict, but rather see it as an opportunity."*

Warren Bennis  
(1925 - )  
American Scholar, Writer

[Back To Top](#)

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