

The Enerpace PaceSetter



www.enerpace.com 630-832-4399

We Grow Agile Leaders Who Grow Purpose-Driven Firms

August 2019

Hello Subscriber,

“Lifting up the Next Generation of Female Leaders” was the topic of the Valley Industrial Association luncheon this month. Kim Beardsley, VP of Worldwide Parts Services for John Deere, spoke about her journey leading locally and globally. She believes confidence is critical for career success and advancement, as she's seen in her own life and with those she mentors.

Kim believes confidence is created from:

1. Owning our strengths – lead with them and leverage them.
2. Network building – relationships matter. Don't want to sacrifice family time for evening events? Do what Kim does – build relationships over lunch instead.
3. Business knowledge – keep learning and be prepared. Every conversation matters and preparation creates confidence.
4. Emotional intelligence – self-awareness is critical, as well as the ability to both provide and accept feedback. Even when the message is hard to hear, the feedback provider is giving you a gift. It would have been a LOT easier for them to say nothing!

Daniel Goleman, author of many books on Emotional Intelligence, says “How you handle a disappointment can determine your next opportunity”.

Confidence and EI are important components of Executive Presence too. Did you know Enerpace helps individuals, teams and firms in these areas? Call us at 630-832-4399. We'll help you use the remaining months of 2019 to get your people ready to hit your 2020 goals!

Confidently,

Elene



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Upcoming Events

Developing New Levels of Leadership Agility

Tuesday, 9/24, 7-8pm CST, ORSC(Organization and Relationship Systems Coaching)/Chicago Midwest Community Call

In today's volatile and quickly changing business environment, agility is one of the most important capacities for leaders to develop. But what exactly is leadership agility? What does agility look like as managers lead change, lead teams, and navigate pivotal conversations? And what can leaders do to develop greater agility?

In this interactive session, Elene Cafasso, MCC and Enerpace Head Coach will provide an overview of the Leadership Agility (LA) model and the four types of agility that are essential for effective leadership. We'll also review two case studies illustrating how she uses LA tools and methods with her coaching clients.

Hope you can join her - - just enter on the Zoom platform link below on September 24th at 7pm! All are welcome to this complementary event!

ORSC Chicago Midwest Community Call



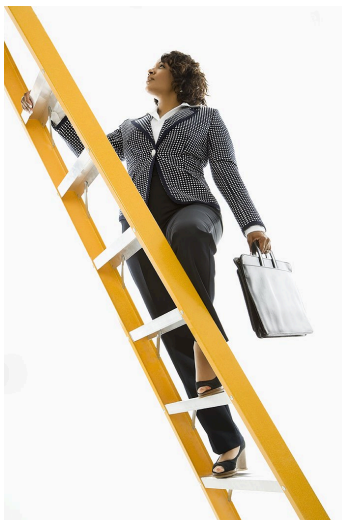
Leadership Learnings

7 Interview Questions That Cut to the Heart and Reveal Someone's True Emotional Intelligence

Marcel Schwantes, Inc.

Want to hire the candidates with the best potential to succeed and lead? Add these questions to assess their Emotional Intelligence (EQ).

Find Out More



Career Management Corner

How to Repond When You're Put on the Spot in a Meeting

Paul Axtell, *Harvard Business Review*

It's a great opportunity to demonstrate confidence!

Find Out More



Business Building Blocks

Want Sales Success in 2019: Here are the 7 Surefire Skills of the Sales Sherpa

David JP Fisher, *David J.P. Fisher Blog*

Successful sales requires influencing people. So it's not surprising that most of these 7 'surefire skills' are also emotional intelligence competencies.

[Find Out More](#)



Enerpace News

Anyone feel like you can't make progress at work because of your relationship with your boss? Check out the article, *20+ Warnings Signs Your Boss Doesn't Respect You*.

Be sure to check out Enerpace's contribution to the article too!

[Find Out More](#)



Enerpace Expert

Daniel Goleman
Author and Science Journalist

Here's a way to learn straight from the master himself! Daniel Goleman's website features many great videos on a variety of EI topics.

[Find Out More](#)



Cool Tools

"EQ Elevation" Action Session

1 Driver of Professional Success is Emotional Intelligence! Do you know your "EQ"?

Learn your strengths and areas to improve with Enerpace's "EQ Elevation" Action Session.

How important is Emotional Intelligence to your professional success?

- 85% of Financial Success is due to Emotional/Social Skills (Carnegie Institute)
- 75% of Career Derailers are Related to Lack of EQ (CCL)

- Human Brains are “Wired” for Connections to Others!

Any session purchased by 9/30/19 will receive a discounted rate of \$550 which includes:

- the online assessment
- a customized 20+page report on all 15 EQ competencies
- a 90-minute debrief and online action planning session with an Enerpace leadership coach

While you can't change your IQ, you CAN change your EQ! To schedule, call #630-832-4399 or <https://enerpace.com/contact-us/>

Find Out More



Great Books

What Makes a Leader: Why Emotional Intelligence Matters

by Daniel Goleman

Great book on Emotional Intelligence from this month's Enerpace Expert!

Find Out More



Quotes You Can Use

The will to win means nothing without the will to prepare.

Juma Ikangaa (1957 -)

Tanzanian Marathon Runner

Ready to learn more?

Go to www.enerpace.com to request

a complimentary coaching consultation!

Questions? Contact us today 1-630-832-4399



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