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August, 2010

The Enerpace PaceSetter

News as Individual as YOU Are

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Upcoming Events

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Email Exhale

Dear Subscriber,

I was thinking about calling this month's "PaceSetter" the "Bad news" edition. Then I realized 2 important things:

1. Nobody would read it, since we are overdosed on bad news everywhere else!
2. The topics in this month's newsletter really aren't "bad" per se. They're just reminders of things that are often more convenient to overlook.

So, with all due respect to our former Vice President, this month's edition features some inconvenient truths. Truths about what happens if you avoid confrontation at all costs. Truths about the importance of maintaining your professional network. Truths about the ramifications of disengaged employees and adopting the business strategy you think you "should" have vs. the one that really makes sense for you.

September is upon us. This "back-to-school" energy makes it feel like another January in many ways. There are still 4 months to achieve those goals you set for 2010. Hopefully, this month's topics will provide added motivation.

If you need additional help, please give us a call at 630-832-4399. When you're serious about making some changes, all the studies show that having a coach gets you there faster, smarter and more efficiently than you could on your own.

Happy "NEW New Year"!

Elene

[September 10 Webinar](#)

What's On Your Inner Play List? Change the Tune & Create Job Search Success!
[September 15 Workshop - Oak Brook](#)

A Quick Start Guide to Negotiation Strategies: Better Negotiation in 50 Minutes
[October 1 Webinar](#)

Book Club for the Bandwidth Challenged
[November 5 Webinar](#)

The Professional Woman's Voice
[November 6 Workshop - Western Suburbs \(Oak Brook\):](#)

[November 9 Workshop - Chicago](#)



Leadership Learnings - Is Your Culture Too Nice?-
Ron Ashkenas, Harvard Business Review

Conflict is awkward, inconvenient, and something most of us avoid at all costs. But the costs of this approach are high - energetically, interpersonally and for a company's bottom line.

If this is an area you struggle with, this blog will give you some 'baby steps' you can take to get started. To learn more, come to our 9/1 workshop on the very same topic!

[Find out more....](#)

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Career Management Corner - Have You Forgotten Me? 6 Key Techniques to Maintain Your Executive Network - *Christian Pielow*

Relationships are the most valuable currency of the new economy and we now have the technology to keep in touch easily. Yet unfortunately, once a client enters a career transition, he/she is filled with remorse for losing track of former coworkers, fellow students, etc. Over and over they vow "I'll never let my network go so cold again!"

Here are 6 good tips to make sure you don't misplace any of your most important connections!

[Find out more....](#)

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Business Building Blocks - Your Perception of Business Growth is Wrong - *Karen E. Klein, Bloomberg Businessweek*

Most of our business owner clients come to coaching because they want to grow their business AND stay sane in the process! This article does a nice job of pointing out some of the perils of a "growth at any cost" mentality, and suggests a healthier, more sustainable approach.

[Find out more....](#)

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Enerpace Experts - Disengaged Employees? Here's How to Create Employee Engagement! - *Diana Atkins, Enerpace Affiliate Coach*

It's the new buzzword - employee engagement. We want our staff to do more with less - including less of THEM - and yet stay fully committed, energized and delighted with their work. Realistic? Not unless you follow the advice in this article!

Enerpace News

1. Elene Cafasso Interviewed on "Selling Made Easier"

I had great fun being interviewed by Gail Sussman Miller for her "Inspired Action at Work" newsletter. Read the interview then come see us both 9/15 when I speak to her ExecuNet group! (See the Upcoming Events Section)

[Find out more....](#)

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2. Guilt-Free R.E.S.U.L.T.S. Group Free Month Offer!

Enerpace Affiliate Coach Victoria Cook is allowing us to extend this "buy 2, get 1 free" offer to all PaceSetter readers! 2010 is more than half over. If you're not making the progress you desire, stop trying to go it alone and check out this very affordable option to get you where you want to be!

[Find out more....](#)

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3. "Taking Care of YOU" Expert Post on "Work Her Way"

Read this "sad but true" story of a friend driven beyond burn-out to extreme physical illness. See what happens to finally call a halt to the madness.

[Find out more....](#)

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4. Other Topics of Interest.....

Very honored to be asked to contribute on the following topics this month:

a. *95 Strategies for Work/Life Balance When You Work at Home* (#13)

[Find out more....](#)

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b. *How to Build Credibility On-line* (#14)

[Find out more....](#)

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c. *76 Low Cost Strategies to Super-Charge Growth* (#28)

[Find out more....](#)

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Cool Tools - 6 Desktop Apps for Better Organization & Focus

Need a better way to file your documents? How about FINDING where you filed them? Scheduling meetings without sharing an Outlook Calendar? Synchronizing your laptop before a trip? All this and more is possible with these handy, mostly free tools!

[Find out more...](#)

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Great Books - *The Referral Engine* - John Jantsch

This book is so chock full of good ideas that I have to agree with the summation by Seth Godin "This book will pay for itself in one day". It's SO good, in fact, that I've already started using it as a gift for clients. Definitely one you'll want to buy and keep for reference. Better yet, pick the ideas you like best and work with a coach to get them into action!

[Find out more....](#)

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"This is the true joy in life, the being used for a purpose recognized by yourself as a mighty one; the being thoroughly worn out before you are thrown on the scrap heap; the being a force of Nature instead of a feverish selfish little clod of ailments and grievances complaining that the world will not devote itself to making you happy."- George Bernard Shaw

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