

# The Enerpace PaceSetter

News as Individual as YOU are!

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**January 2018**

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Dear Subscriber,

January is the month we look forward to what we want to create this year. Resolutions don't inspire me. Themes do! I've selected my own, personally and professionally, and have encouraged my clients to do the same.

Sarah Rae Murphy, United's VP of Global Operations Strategy & Planning, spoke to the PWCC this month, on what it's like to be a M.O.M. – Millennial, Officer & Mom. Her 10 month old daughter has her looking forward and rewriting the rules on what it means to be a go-getter and boundary-setter!

Sarah shared the stories behind 3 hard-won leadership lessons that continue to serve her well moving forward -

1. Use your energy to amplify others: your team creates your impact daily
2. Speak with grace; your words have weight: a casual comment can be a demotivator & jeopardize team performance
3. Seek advice and listen with empathy: that's the only way to get clear about what's really going on

The 92 million Millennials are the largest group in the workforce right now, and will be 75% of the total by 2025! If they follow Sarah's lessons and share her EQ, we'll be in great hands.

Looking forward to all that's possible in 2018 –

## In This Issue

### **Leadership Learnings**

How Do You Know Someone Has the Leadership Skills of the Future?  
Look for These 5 Signs

### **Career Management Corner**

Six Simple Skills Anyone Can Learn to Improve Earning Potential

### **Business Building Blocks**

Pre-Plan Your Post Plan - 7 Tips to Maximize Your Brand and Increase Leads After an Event

### **Enerpace News**

#### **Enerpace Expert**

Smart, Simple, Successful Marketing Tips for Your Small Business

#### **Cool Tools**

Future File

#### **Great Books**

Elene

P.S. Check out the Enerpace News section for a "hot off the presses" development I'm excited to share!

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## Leadership Learnings

### How Do You Know Someone Has the Leadership Skills of the Future?

#### Look for These 5 Signs

Marcel Schwantes, *Inc.com*



As a leader, it's all about building your team and your individual employees. Doing so will create success as you look forward to 2018.

As you saw in Elene's introductory note, United's Sarah Murphy illustrated # 1 & # 5 brilliantly!

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[Back to Top](#)

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## Career Management Corner

### Six Simple Skills Anyone Can Learn to Improve Earning Potential

Trent Hamm, *LifeHacker.com*

Perhaps your theme this year is to make yourself more valuable - thus increasing your earning potential. Develop these traits and employers will be knocking on your door.



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[Back to Top](#)

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## Business Building Blocks

### Pre-Plan Your Post Plan - 7 Tips to Maximize Your Brand and Increase Leads After an Event

Cheryl Kopka, *American Marketing Association*

Many of our business customers use events to grow their business and reward their best customers.

To get the best ROI, we recommend looking forward a full year to create a master plan. Then, concentrate on the upcoming 2 quarters to make

## Quotes You Can Use

### Upcoming Events

#### **PWCC Luncheon,**

Wednesday, 2/14  
11:30 - 1:30pm cst

Elene has the honor of introducing Jodi Bondi Norgaard at the Professional Women's Club of Chicago (PWCC).

Jodi is the founder of Dream Big Toy Company and the creator of the award-winning Go! Go! Sports Girls. She will talk about her entrepreneurial story and the barriers she has broken as a leader.

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#### **IIA Chicago Chapter**

#### **58<sup>th</sup> Annual Seminar**

Save the Date!  
Monday, April 9th  
8-6pm cst in Rosemont

Elene & Enerpace will be speaking on "Corporate Politics Survival Guide – Secrets from the Top" for The Institute of Internal Auditors!

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sure you block the necessary space in your calendar before AND after the event.

And, these post event "to-dos" will help you get the most from all

your efforts!

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[Back to Top](#)

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## Enerpace News

1. Elene has some new initials after her name - MCC for Master Certified Coach!!

The International Coach Federation has awarded this designation to only 782 coaches - just 1.3% of all the coaches in the world.

It was a rigorous process - hundreds of training hours and thousands of client coaching hours. Tests and recorded sessions and professional mentoring..... And totally worth it!

Thank you to everyone who has played a role in this journey and achievement.

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[Back to Top](#)

2. Enerpace had the pleasure of presenting along side Bill Joiner, author of the *Leadership Agility* book and assessment, at the Northwest Professional Development Network on January 26th.

Elene shared two case studies on how LA helps leaders function effectively in a VUCA world.

We'll let you know when the recording is available!

[Back to Top](#)

3. Breaking News: The Leadership Agility Self-Assessment launched this month.

To celebrate, it's available at a special introductory rate - 1/2 price through 2/28! Contact us for more details.

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[Back to Top](#)

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## Enerpace Expert

**Smart, Simple, Successful Marketing Tips for Your Small Business**

Susan Solovic, *The Small Business Expert*



Part of being a leader is seeing change coming and adapting to it.

Move your business forward with these helpful tips!

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[Back To Top](#)

## Cool Tools

### Future File

Carol Roth, FutureFile.com

Part of looking forward includes making sure you're prepared for both the expected and the unexpected. This tool allows you to



organize everything needed for your loved ones, in case of emergency, incapacity or even death.

I've done my due diligence, speaking to financial advisors, estate planning attorneys, elder law attorneys and even a funeral director. NONE of them have a resource that brings together all the information these folks would gather, and more.

As I looked through the extensive workbook, it was sobering to realize how many things NOBODY has access to – including my best friends and my right hand/assistant Jackie. This tool at least allows them to know how to find what they need, should they need it.

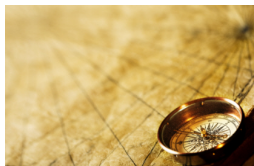
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[Back To Top](#)

## Great Books

### *Entrepreneur Equation*

by Carol Roth



Carol Roth, creator of The Future File, is also a media expert on business & finance AND a NYT Best Selling Author.

If you look forward to having your own business, this is a must-read. She does a great job laying out the hard truths most people never consider before going out on their own.

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[Back To Top](#)

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## Quotes You Can Use

*"The future has many names. For the weak it is unattainable. For the fearful it is the unknown. For the bold it is opportunity."*

Victor Hugo (1802-1885)  
French Poet and Novelist

[Back To Top](#)

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a complimentary coaching consultation!

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