

# The Enerpace PaceSetter

News as Individual as YOU are!

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January 2016

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Dear Subscriber,

Happy New Year! Hope 2016 is treating you well thus far.

The photo below is one of my favorite holiday gifts - a mug that I received from Ari, one of the fabulous coaches on the Enerpace team. It makes me grin every time I look at it. It's appropriate on SO many levels, especially since I regularly remind my clients of my "magic coach's wand" that makes their goals a reality!

In truth, my REAL "super power" lies in exposing my client's magnificence. Then I hold up the mirror so they can see it, own it, and use it for themselves! Of course, I do help them vanquish anything that gets in their way - - even if its THEM!

So what's YOUR super power? What do you do so naturally and wonderfully that you don't even recognize it as a "secret weapon"? How can you use that power "for good" in other areas of your life? What obstacles have you overcome along the way and how could you use the skills you developed to get you where you want to be?

Need help answering those question? Enerpace has a team of super heroes ready to help! In the meantime, the articles below will provide some food for thought.

Enjoy -

Elene

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All events are open to the public and listed in Central Time:

"Do You Want to Become a Quality Expert? Quality Business Fundamentals Webinar" -

Quality Training Institute, Monday, 3/21/16 @ 12 noon CT [Details](#)

or Monday, 3/28/16 at 12 noon CT [Details](#)

"How to Implement Change in Your Organization Effectively Webinar" -

Quality Training Institute, Tuesday, 3/22/16 @ 12 noon CT [Details](#)

or Tuesday, 3/29/16 at 12 noon CT [Details](#)

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## Leadership Learnings

***6 Signs You Need a Coach***  
Joelle J. Kay, *Inc.com*

Feel as if you need super powers to get where you want to be? Do you feel as if you have already failed at your new year's resolutions?

A coach may be the perfect solution if you want to achieve your 2016 professional goals faster, smarter and more smoothly that you could on your own!

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Don't forget! Enerpace offers programs with QTI in Leadership, Career Planning, and Business Management. As you're planning your 2016 development plans, be sure to check out the training programs we offer!

Click [here](#) to learn more about QTI and the upcoming workshops and events!

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## Career Management Corner

***The Secret Formula for Irresistible LinkedIn Connection Requests***  
Larry Kim, *Marketing Land*

Most of us do not use LinkedIn to its fullest potential, especially when it comes to getting you and your professional brand noticed.

If you know how to use it well, LI can be an awesome "super power" to add to your career management toolbox!

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## Business Building Blocks

### *The Only 9 Things You Need to Know About Selling*

Steve Tobak, *Entrepreneur*



Want to make sales a super power...or at least get better at it?

According to the author, there are only 9 things you need to know!

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## Enerpace News

1. You probably chose your New Year's Resolutions earlier in the month, but, just in case you're looking for more, this article offers some motivating and attainable ideas.



Enerpace has an improvement for the year included too - in these *New Year's Resolutions for 2016!*

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2. Want help growing your business or starting a new business? Join one of our Enerpace coaches, Victoria Cook from [The Center for Guilt-Free Success](#), for her webinar, Jump start Your Business in 2016! It's this Friday, January 29th so register today!

## Enerpace Expert

***Do You Give Away Your Personal Power?***  
by Jinnie Cristerna, [The International High Achievers](#)



Of course, you want to be the master of your own life! Jinnie offers some insights on how to do just that.

Bottom line: Our greatest super power is attained by accepting 100% responsibility for our own life!

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## Cool Tools

***How to Look People in the Eye Digitally***  
by Heidi Cohen, [heidicohen.com](#)

With communication through computers and social media, it's tough to make your connections and interactions personal. Take advantage of these 12 tips and make your interactions more intimate!



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## Great Books

***Talking to Crazy: How to Deal with the Irrational and Impossible People in Your Life***

by Mark Goulston

Do you wish you had a superhero to help you deal with the irrational people in your life? Or perhaps just one of those superhero powers like reading minds so you could better understand your impossible boss or co-worker? Then this is the book for you!

In fact, this was the book we selected as a holiday gift for most of our clients! We ALL have to deal with “crazy people” – both personally & professionally!

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## Quotes You Can Use

*"We must believe that we are gifted for something, and that this thing, at whatever cost, must be attained."*

Marie Curie  
(1867 - 1934)  
French Physicist and Chemist  
Two-Time Nobel Prize Winner

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