
The Enerpace *Pace*Setter

News as Individual as YOU Are



June, 2013

In This Issue

[Leadership Learnings](#)

Becoming a Better Judge of People

[Career Management Corner](#)

To Investigate Culture, Ask the Right Questions

[Business Building Blocks](#)

Small Business Sales: 6 Strategies for Prospecting

[Enerpace Expert](#)

Irina Fursman, Delectable Odysseys

[Enerpace News](#)

[Cool Tools](#)

[Great Books](#)

[Quotes You Can Use](#)

[Upcoming Events](#)

Dear Subscriber,

This month's newsletter is inspired by Irina Fursman, who has launched a fabulous business, Delectable Odysseys, to help us "Discover Stories of People & Places through Food & Wine". Irina has spoken often of the importance of pairing the correct wine with each dish, to fully enhance and complement the flavor of the food.

This got me thinking about the importance of the other 'pairings' in our lives: coworkers, friends, significant others, employees, churches and even the companies for which we choose to work. Hence this month's edition is chock full of links to great articles which will help you fully enhance and complement the flavor of the 'People & Places' in YOUR life and career!

Happy Summer

Elene

p.s. **THANK YOU** to those who contributed to the 2013 National Alopecia Areata Walkathon, which my family will be participating in this Saturday, 6/29 in St. Louis! Enerpace has matched your generous donations, making Maria's total collection \$1000! If this is enough to get her in the Top 10 'Winners Circle' again, you'll see a photo in this space next month. Thanks again!

LEADERSHIP LEARNINGS

Becoming a Better Judge of People

Anthony K. Tjan, *HBR Blog Network*

Are you a good judge of people? Are you sure?

Whether choosing a friend, a spouse, a new hire or a colleague for an important project, use these 10 key questions to determine if this is someone you 'should' pair up with.

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[Back to Top](#)



CAREER MANAGEMENT CORNER

Upcoming Events

(All Listed in Central Time)

"How Professionals Use Social Media to Successfully Promote Their Business, Book or Career" - Webinar, Fri 7/12/13 at 12 Noon
[Details](#)

"What's on Your Inner Playlist? Change the Tune and Create Sales Success" - Women's Innovation Network(WIN), Wed., 7/17/13
[Details](#)

"Want Leadership Success? Make Sure Your EQ is As High As Your IQ"

AND

"Introduction to Coaching Skills for Women Leaders - Chicago Booth, Booth Women Connect Conference, 10/4/13
[Details](#)



To Investigate Culture, Ask the Right Questions

Bill Barnett, *HBR Blog Network*

Need help figuring out if you and a potential employer would be a good fit? Check out the company's culture by making sure you're asking the right questions before you accept a job.

This article provides six different areas to thoroughly explore to make sure you select the right company and culture for you.

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[Back to Top](#)

BUSINESS BUILDING BLOCKS

Small Business Sales: 6 Strategies for Prospecting
National Federation of Independent Business

As a small business, it's important to find prospective customers who are most likely to want to pair up with your firm. This becomes easier if you start with what you already know about your current "ideal" customers.

Follow these 6 steps to build your list of loyal customers. Their demographics will help you create a prospect list to target new customers. Enerpace has used most of these tips - they work!

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[Back to Top](#)

ENERPACE NEWS

1. Come listen to Elene Cafasso speak at the Women's Innovation Network(WIN) on 7/17/13. The WIN Summer Retreat will be at the Herrington Inn in Geneva, IL. Join us for the day or enjoy the entire four-day strategic retreat. Elene's topic is "What's on Your Inner Playlist? Change the Tune and Create Sales Success!"

[Find Out More](#)

2. Join Enerpace coaches at the Booth Women Connect Conference on Friday, October 4th. We'll be speaking twice at this event, which is open to the general public! Come listen to "Want Leadership Success? Make Sure Your EQ is As High As Your IQ" and "Introduction to Coaching Skills for Women Leaders".

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[Back to Top](#)



Enerpace Expert

The Art of Pairing Wine and Food

Irina Fursman, *Delectable Odysseys*

Now let's take our pairing to something a little more tasty - food and wine. Most of us are uncertain what wines truly compliment different food dishes, perhaps ordering the same wine no matter what is on the menu!

Our June Enerpace expert can educate us all! Irina Fursman, Founder of Chicago-based Delectable Odysseys, sat down with Chef Tom Foley of Broadway Cellars to talk about the art of pairing wine with food.



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[Back to Top](#)

COOL TOOLS

10 Ways Coaching Can Help Your Organization
International Coaching Federation



Yes, we're biased, but we've seen over and over again that the tool of coaching pairs well with companies of any size AND with individuals at any stage of their career!

Coaching is always a smart financial move, with ROI's in excess of 500%! It improves leadership skills, emotional intelligence,

communication, creativity, self-confidence and **much** more.

But don't take our word for it - check out the empirical research conducted by the International Coach Federation. It proves that both the company and the employees benefit when coach is brought into the firm.

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[Back to Top](#)

GREAT BOOKS

Link Out: How to Turn Your Network into a Chain of Lasting Connections

by Leslie Grossman

What goes together to grow your career or start a new venture? An entourage of people willing and eager to make introductions, connections, and referrals which will propel your resume or business to the top of the heap. This book teaches us how to network in a way that builds those long-term, loyal relationships.



You can't make your goals come true all on your own. You need to partner with those lasting connections who will catch you when you fall and celebrate with you when you succeed!

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[Back to Top](#)

QUOTES YOU CAN USE

"Great Spirits have always encountered violent opposition from mediocre minds."

Albert Einstein (1879 - 1955)



[Back to Top](#)

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