

The Enerpace *PaceSetter*

News as Individual as YOU Are



June, 2012

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In This Issue

[Leadership Learnings](#)

How Strengths Boost Engagement

[Career Management Corner](#)

Time For a Midyear Checkup of Your Social Media Presence

[Business Building Blocks](#)

5 Easy Ways to Get Started on 5 Different Social Networks

[Enerpace Experts](#)

Why People Don't Return Your Phone Calls

[Enerpace News](#)

[Cool Tools](#)

[Great Books](#)

[Quotes You Can Use](#)

[Upcoming Events](#)

Dear Subscriber,

Happy Midyear!

How many times have you been greeted like this? Probably not too many! Yet during the holidays, I'm sure you're wished a "Happy New Year" countless times.

January 1st brings New Year Resolutions, the sense of new beginnings, fresh starts, goals to achieve and a clean blank calendar to fill in with all kinds of projects and opportunities. Back-to-school season has much the same effect.

Mary Pickford, who provided June's 'Quote of the Month' (at the bottom of the page) knew the truth: We can start fresh **WHENEVER** we choose! So this month's newsletter is all about places to look if you're ready to make a fresh start - at work, at home or just with life in general!

Remember, coaching is all about creating the awareness so you can make a conscious choice. If you need help with that, call us at 630-832-4399. So, what **WILL** you choose to create with what's left of 2012? You've got 6 months left to do it!

Happy Midyear!

Elene

p.s. Thanks to those of you who've already donated to the National Alopecia Foundation on behalf of my daughter! For those of you meant to do so - it's still not too late! Just send a check made payable to NAAF (National Alopecia Areata Foundation) to Enerpace at 240 N. Addison, Elmhurst IL 60126. Thank you!

LEADERSHIP LEARNINGS

How Strengths Boost Engagement

Asplund and Blacksmith, *GALLUP Business Journal*

Need to improve your team's performance? Work on improving their engagement! How? Gallup's research showed there are just 12 Elements of Great Managing and NONE of them cost a thing!

[Find Out More to Top](#)

[Back](#)



Upcoming Events

(All Listed in Central Time)

Setting Effective Professional Boundaries - Webinar. Fri. 7/13/12 @12 PM
[Details](#)

Women's Leadership Exchange "Connect With Your Customer" Chicago Conference Tues. 7/17/12 (use code SORATE & save \$20)
[Details](#)

"How To Say No" - Webinar, Fri. 8/3/12 @ 12PM
[Details](#)



CAREER MANAGEMENT CORNER

Time For a Midyear Checkup of Your Social Media Presence

Joshua Waldman, *The Ladders*

How are you using social media to shape your professional brand? You're not? Then read on!

Social media can help position you as an expert in your field, advancing you AND your company! (If you don't know where to start, click on the link in the 'Business Building Blocks' section below.)

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[Back to Top](#)

BUSINESS BUILDING BLOCKS

5 Easy Ways to Get Started on 5 Different Social Networks

Lisa Barone, *Small Business Trends*

As a small business owner, all of the social networks can be overwhelming. Which one is best for your business? How do you get started? Learn about five of the most popular ones and how easy it can be to get your business out there on all of them!



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[Back to Top](#)

ENERPACE NEWS

Need help finding new customers? Check out Carol Roth's *Business Unplugged* blog, "Unexpected Places to Find New Customers" and Enerpace's contribution in #19!

[Find Out More](#)

[Back to Top](#)



ENERPACE EXPERTS

Why People Don't Return Your Phone Calls

Barry Moltz, *OPEN Forum*

We've all been there - our calls appear to have been ignored. Should you try again? Is the non-responsive party unhappy with your service or product or YOU?!? Or, are they just too busy?

This article provides a few insights into why you've haven't gotten that return call and, most importantly, what to do next!

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[Back to Top](#)



COOL TOOLS

LeadFerret

Looking for contact information for a target company, prospect or hiring manager? Don't know where to go? Hop on this B2B email database and get that hard to find information. And, best yet, it's free!

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GREAT BOOKS

The Cotton Candy Road Trip

Pam Turlow

Many of us have wonderful memories of visiting those smaller amusement parks as a kid. Remember the merry-go-rounds, the cotton candy, the roller coasters and all the sounds and smells that went with them?

This great book invites you to travel cross-country with the author, as she enjoys 40+ vintage amusement parks, while preserving their magic and spirit for us all to cherish!

To steal the words of another reviewer - this book is like "Eat, Pray, Love" with roller coasters! A great summertime read!

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QUOTES YOU CAN USE

"You may have a **fresh start** any moment you choose, for this thing that we call 'failure' is not the falling down, but the staying down."

Mary Pickford
Actress & Co-Founder of United Artists

[Back to Top](#)



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