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June, 2010

The Enerpace PaceSetter

News as Individual as YOU Are

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Upcoming Events

[Visit our website for more information about Enerpace events.](#)

Book Club for the Bandwidth Challenged

[July 9 Teleconference](#)

Challenging Conversations & Effective Feedback

[September 1 Workshop](#)

Dear Subscriber,

Negotiating can be tough. Life would be SO much easier if folks just understood what we meant, what we wanted and gave us everything we needed! Unfortunately, this rarely occurs.

Coaches help folks get where they want to be faster, smarter and more effectively than they could on their own. One of the ways we do this is by providing best practices.

So this month we've provided links to articles highlighting best practices for some of the most hairy forms of negotiation: selling an idea, negotiating pay and navigating deadlines.

Also take a look at our upcoming events section, for help negotiating difficult conversations and email overload!

Have a wonderful and safe Independence Day weekend-

Elene

Leadership Learnings - Find the 15-Minute Competitive Advantage- Rosabeth Moss Kantor, Harvard Business Review

We all know the importance of "transformational ideas" to keep a company fresh and competitive. But how do you negotiate the perilous shores of innovation? This article provides a great summary of the 8 types of innovative ideas most likely to garner internal support.

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

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Email Exhale
[September 9 Webinar](#)

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

[November 9 Workshop -
Chicago](#)

Career Management Corner - *Negotiating Pay: How to Get a Better Offer*- Amy Levin Epstein - CBS Money Watch.com

Wonderful negotiation ideas covering both the present and future implications of compensation and quality of life decisions on the table with any offer of employment.

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

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Business Building Blocks- *The Deadline Game: Three Types* - Darrell Etherington - WebWorkerDaily

Many businesses find themselves in "fire drill mode" as they constantly race to meet client deadlines. This article provides perspective on the 3 major deadline categories and ideas on how to navigate and negotiate through them all.

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

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Enerpace Experts - *Crescendo Apparel*- Kathryn McKechnie

Crescendo Apparel creates "clothes to fire your tailor by". They also have collected a wonderful list of solutions to negotiate just about every type of "wardrobe malfunction" you can imagine. A must read for every professional woman...and the men who care about them!

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

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Enerpace News

1. Elene Cafasso's Negotiation Advice Featured on *Career Builder.com* Job Seeker Blog "*The Work Buzz*"

Elene's infamous for her "ya gotta ask for what you want" advice! It serves as tip # 3 in this article "How Can You Become a Better Negotiator?".

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

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Cool Tools - *ListBean.com*

Here's a tool to help you negotiate just about every area of your life! Lists for every occasion from packing to shopping to meeting

planning, already created and populated for you to edit as you see fit. Why reinvent the wheel? Start with theirs!

[Find out more...](#)

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Great Books - Ready, Fire, Aim - Michael Masterson

This serial entrepreneur provides advice for negotiating all stages of a business life cycle. I especially agree with his advice for start-ups: make sure you have something that will sell before wasting a lot of time and money on websites and corporate letterhead!

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

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"Success is liking yourself, liking what you do, and liking how you do it."

Maya Angelou

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