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March, 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.](#)

**Working with Difficult People with Jinnie English**

[Fri, April 9 Webinar](#)

[Tues, April 20 Workshop](#)

**The Top 10 Issues in Executive Employment &**

Dear Subscriber,

The first quarter of 2010 is quickly drawing to a close. Are you on track for all you want to create this year?

One of the things I've been busy creating this year is a great series of programming for my new volunteer position as Vice President of Leadership & Professional Development for the University of Chicago's Women Business Group. I'm blessed with a rich and diverse network from which to draw outstanding speakers.

While these events are not advertised to the general public, they are open to non-members. The topics I've selected are those YOU have said are of interest, and those we work with clients on in coaching. As an added benefit of being a PaceSetter reader, I'll feature these presentations in our "Upcoming Events" section so you can participate if you wish. Take note of the webinar offerings too - logistics is no longer an issue!

You'll find that I've selected links this month to articles which tie into one of these upcoming events in some way. Whether you want to learn more about dealing with difficult people, protecting yourself legally or creating a competitive culture, there's something here for you!

If you know anyone dealing with similar issues, a professional seeking balance AND career/business success, please have them give us a call at 630-832-4399.

Happy Spring!

Elene



**Severance Agreements with  
Kristen Prinze:**

[Friday, May 14 Webinar](#)  
[Tuesday, June 3 Workshop](#)

**The Will to Compete: What  
the Financials Can Not Tell  
You**

[Tuesday May 11 Workshop](#)  
[Fri, June 4 Webinar](#)

**Challenging  
Conversations & Effective  
Feedback**

[September 1 Workshop](#)

**The Professional Woman's  
Voice**

[November 9 Workshop - City](#)  
November 11 Workshop -  
Suburbs: Details Forthcoming

**Leadership Learnings - How to Handle the  
Pessimist on Your Team-** Amy Gallo, HBR

Every team seems to have one. The wet blanket. The person who hates everything and has thousands of reasons why any idea won't work. This great article provides tips and case studies to handle these folks more effectively.

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

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**Career Management Corner - Uncovering  
Opportunities in Your Backyard-** Marji McClure,  
ExecuNet

At Enerpace, we've had clients learn of great job opportunities from the Baristas at Starbucks! This short white paper provides practical advice for expanding your job search to include the area closest to home.

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

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**Business Building Blocks- 7 Ways to Avoid Getting  
Sued -** Steve Strauss, Open Forum

Common sense? Yes. Great reminders? Yes!! All professionals need to manage risk in some form or fashion & make sure we're protected.

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

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**Enerpace Experts - Evoke the Will to Compete to  
Ensure Business Success-** Dr. Tom Fitzgerald,  
Fitzgerald & Associates, The Business Ledger

The London School of Economics & McKinsey & Co. have confirmed what Dr. Fitzgerald has been practicing since 1980: improving just 3 Critical Functions by 20% leads to a 40% improvement in the bottom line. Best of all, these Critical Functions can be enhanced quickly and without great expense. The attached article provides a great overview of what drives any organization's "Will to Compete"!

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

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**Enerpace News**

**1. Elene Cafasso's Advice on Taking a Break Featured on  
The TPE**

Three of Elene's best "Alive in 5" Tips are featured FIRST on The Toilet Paper Entrepreneur's Blog. Go ahead - laugh at the name - we'll wait. But their posts, including this one, frequently make page 1 on Google!

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

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## 2. Enerpace Preferred Partner on Fox News Chicago!

The fabulously gifted Michelle Eppley, and her firm "The Sound Center" were featured earlier this year on Fox News Chicago. Michelle empowers her clients to create their best vocal image, whether they require foreign accent modification or more powerful presentation skills. The link below leads you to the news clip to see her in action with job seekers!

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

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## 3. Networking 101 & 201 Now Available

Elene had the pleasure of presenting two webinars to the University of Chicago Women's Business Group this quarter. They were so well received, that we're adding these to our 'regular line-up' of topics we speak on.

Networking 101 covers the basics and is designed to answer the questions you're afraid to ask anywhere else. Networking 201 covers "Strategic Networking", which maximizes the ROI on your time by utilizing a contact strategy designed around centers of influence and mutually beneficial relationships.

Know a group which might be interested? Give us a call!

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

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## **Cool Tools - Social Media Primer** -Courtney Hunt, *Social Media in Organizations*

What exactly IS this thing called, in aggregate, Social Media? How does it differ from Web 2.0 and Social Networking?

Think you already know all there is to know? Test your "SMQ" (Social Media Quotient) & find out if you're really a novice or a Social Media Maven!

[Find out more...](#)

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## **Great Books - Blue Ocean Strategy- W. Chan Kim, Renée Mauborgne**

Great ideas on looking at our offerings in a new way. Instead of competing in the bloody "red ocean" with everyone else, this book provides the strategy and analytical tactics to help create "blue oceans" without competition.

“Should you find yourself in a chronically leaking boat, energy devoted to changing vessels is likely to be more productive than energy devoted to patching leaks.” Warren Buffett

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