

# The Enerpace PaceSetter

News as Individual as YOU Are



March, 2012  
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## In This Issue

### [Leadership Learnings](#)

The Best Kept Secrets of Leadership: Do Less, Focus More

### [Career Management Corner](#)

Polite, Persistent Followup Isn't Grovelling

### [Business Building Blocks](#)

Killing Giants: 3 Ways to Steal Customers Out From Under the Giant's Nose

### [Enerpace Experts](#)

Starbucks CEO Howard Schultz: 3 Traits of a Business Renegade

### [Enerpace News](#)

### [Cool Tools](#)

### [Great Books](#)

### [Quotes You Can Use](#)

### [Upcoming Events](#)

Dear Subscriber,

Growing up, I always got in trouble for saying the proverbial 'Emperor' had no clothes. Now people PAY me to tell them the things nobody else will share with them. I have the best job in the world - - and I know I only get away with it because my clients know I am 7000% on their side and passionate about them attaining whatever goals they've established for our work together.

Sometimes, the hard truths we share with our clients in coaching go against the conventional wisdom. For instance, to be an effective leader (and/or parent!), you need to take care of YOU first. Or, if you really want the job, you need to follow-up and work your contact strategy UNTIL it's time for you to take closure and move on. And my personal favorite - an entrepreneurial "David" can take on the larger "Goliaths" in the market and win!

So that's why our theme this month is "renegade". Not in a Sarah Palin kind of way (eek!). But in your own most powerful and highly personal way! Hopefully the articles we've selected for you this month will help you think about your leadership skills, your career and your business in a whole new way!

Happy Spring -

Elene

p.s. Check out the quote at the bottom from one of our very most favorite renegades - Mother Theresa! :-). And if you'd like to learn how to better find and utilize your own inner renegade, call us at 630-832-4399!

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## Leadership Learnings - *The Best Kept Secrets of Leadership: Do Less, Focus More* - Marcia Reynolds, *Outsmart Your Brain Brain Tips*

Demanding more of yourself and your employees does not lead to higher productivity. In fact, it can lead to stress, less confidence and exhaustion.

This article provides tips on how to build up your leadership resilience by improving the way you manage your energy so you can perform when the pressure is on!

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[Back to Top](#)



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## Career Management Corner - *Polite, Persistent Followup Isn't Grovelling* - Liz Ryan, *Huffingtonpost.com*

How much is too much? Three times to followup on a possible job? Ten? Fifteen? More?

There is no right answer. Employers really are not out to make it difficult on you - they are just overwhelmed with responses and all the other responsibilities of their jobs.

Enerpace clients know that THEY need to control the process by deciding on their contact strategy in advance. It keeps them powerful and energetically attractive - especially at the point where they've decided to take closure and move on.

## **Upcoming Events**

(All Listed in Central Time)

**Uplifting Service- Webinar, Fri. 4/13/12 @ 12 p.m.**  
[Details](#)

**Boardroom Bound 2nd Annual Chairman Award Event Wed. 4/18/12 1:30-6 p.m.**  
[Details](#)

**Reiki for Self Care - Sat. 4/21/12 at 9 a.m.**  
[Details](#)

**Introduction to Coaching Skills for Leaders - Thur. 5/3/12 at 6 p.m.**  
[Details](#)

**Weed & Feed - Real World Applications of the 80/20 Rule - Webinar, Fri. 5/4/12 @ 12 p.m.**  
[Details](#)



It may take just one more call to get the interview you want. And this article provides more advice about how to followup without sucking up!

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[Back to Top](#)

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## **Business Building Blocks- 3 Ways to Steal Customers Out From Under the Giant's Nose - Stephen Denny, Small Biz Trends**

Even without the large budget and well known brand, it IS possible to beat the big guys! This article gives some concrete ways to "steal" those prospects by using the big company's power against them. After all, even David beat Goliath!

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[Back to Top](#)



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## **Enerpace News**

### **Media Mentions:**

7 Myths About Getting Ahead - What Women Need To Know - *careerintelligence.com* - We help dispel the myths to help women better manage their career!  
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Is Accepting a Counteroffer Ever a Good Idea? - msn *careerbuilder.com* - Short Answer? NO! Check out our thoughts about this touchy subject.

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[Back to Top](#)



Sometimes You May Not Want Them To Stay! - *Human Resource Executive Online*- We offered some insights on "presenteeism" in the workplace.

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[Back to Top](#)

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## **Enerpace Experts - Starbucks CEO Howard Shultz: 3 Traits of a Business Renegade - Carmine Gallo, Forbes.com**

The columnist provides a nice summary of the 3 key tactics Mr. Shultz has used during a career in which he has repeatedly gone against conventional wisdom to create business success!

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[Back to Top](#)





## Cool Tools - 6 Best Fact Checking Websites

It's renegade behavior to fact check vs. propagate myths and urban legends - especially during election years!

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## Great Books - *Career Renegade: How To Make a Living Doing What you Love* - Jonathan Fields

Think about how much time you spend at your job. Now think about how satisfied you would feel if you truly loved your career. Why settle for anything less than that? Check out this book and learn how to create a career doing what you love!



[Find Out More](#)  
[o Top](#)

[Back t](#)



## Quotes You Can Use

"Life is an adventure, dare it." - Mother Theresa

[Back to Top](#)

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