

The Enerpace PaceSetter

News as Individual as YOU are!

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Dear Subscriber,

We've all heard the expression "think outside the box". Have you ever been tasked with being more "innovative"? HOW exactly do we do that? In the past few weeks, I've had the opportunity to witness some great examples we can all learn from.

Bosch is at the forefront of the Internet of Things – IOT. Their presentation addressed more than just self-driving cars. They make homes, office buildings and even machines 'smart' too. Think about any step or process that requires human intervention – they most likely have a sensor for that!

Steinway has taken things a step further to create their "Spirio" piano. Their brand has long been the favorite of true concert pianists, but with a six-figure price tag, they're out of reach for most consumers. Steinway recognized that there's a sizable number of folks who CAN afford their product and values great music, but cannot play themselves. So they turned the notion of the player piano on its ear and created Spirio. Controlled by your iPad, it has the technology built in to directly replicate the touch, tone, volume and expression of the great pianists who've agreed to be recorded on it. It was a great thrill to put my hands over the keys and feel Billy Joel playing "Piano Man". Think about sitting in your living room while your Spirio plays a live concert going on at Carnegie Hall! Definitely NOT your grandma's player piano!

What are you doing now that you can turn sideways and expand your market? What tasks can be done with technology or all together another way? Hit reply and let me know your thoughts please.

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Happy Spring -

Elene

p.s.

On April 13th, we're offering a webinar to help you think outside the box on negotiating by using enhanced emotional intelligence skills. [Click HERE to register.](#)

Leadership Learnings

Consensus? No, Good Decisions Require "Respectful Disagreement"

Don Peppers, *LinkedIn/Pulse*



"Aligning". "Driving to consensus". Are these bad things? Creativity, innovation, change and breakthrough ideas all happen with discussion.

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Career Management Corner

Being Lazy Is the Key to Success, According to the Best-Selling Author of 'Moneyball'

Minda Zetlin, *Inc.*

Permission to be lazy??? How does that help us "think outside of the box"? Read on to discover just how this is a unique way to accomplish your goals.



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Business Building Blocks

Idea Studied Innovation In 100+ Companies- Here's What It Found

Katharine Schwab, *Co.Design*

While many companies value innovation, how do you measure it? What are the key factors that create it? Great article provides some answers!

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Upcoming Events

All events are open to the public and listed in Central Time:

Enerpace is offering an April webinar, "**Negotiating with Emotional Intelligence - Achieve More, Sell More!**" -

Thu, 4/13 at 11am to 12 pm CST

[Details](#)

If you missed Enerpace's February webinar, "**Influence Without Authority Using Emotional Intelligence**" on Thu, 2/23, there's still a chance to see it.

[Details](#)

And, stay tuned for Enerpace webinars in May and June as well.

Have questions about social media and building relationships to market yourself, your business, or both?

Enerpace works with [Social Jack](#) to stay on top of the rapid changes in social networking.

Check out "Social Jack TV" at no charge every Tuesday at 1pm CT.

[Details](#)

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Enerpace News

1. Join us for our April Enerpace Webinar, "*Negotiating with Emotional Intelligence - Achieve More, Sell More!*", on Thursday, 4/13 at 11am CST. Register [HERE!](#)



We all negotiate daily – it's a normal part of both our personal and professional interactions. In fact, to get ANYTHING done, we need to work with and through other people. Most likely, these people have priorities, budgets and timelines that don't match ours. Add a sales objective to the mix, and the stakes are raised even higher.

Want a secret weapon? Attend this webcast and learn:

- How to use Emotional Intelligence (EI) to be a better negotiator and salesperson
- 3 Negotiation Strategies you can strengthen using EI
- A simple tool to help folks be receptive to your position instead of putting up defenses

You'll also receive access to electronic versions of the materials AND a 90 day free subscription to Enerpace's on-line training portal containing additional resources on Emotional Intelligence and Negotiation.

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2. There's still a chance to listen to our February Enerpace Webinar, "*Influence Without Authority - Using Emotional Intelligence*", if you were not able to attend.

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3. Need a fire to ignite your ideas and plans for your business and career? Read on for inspirational quotes to be the best leader you can be! Check out Enerpace's contribution.

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Enerpace Expert

Social Teaming Defined - It's All About Who You Know

Dean DeLisle, Forward Progress



How can you combine social media and sports team concepts to build your network, increase sales and reach your goals? It's called Social Teaming and

Dean is THE expert! Here he provides a step by step process to create the team that will move you towards your desired result. His [Social Jack](#) training platform provides a convenient, one-stop shop for all the information you need to effectively navigate the major social media platforms.

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Cool Tools

5 Incredible Apps to Maximize Your Attention Span

by Nicholas Callos

Innovative thinking often requires contemplation, focus and an ability to clear your mind. Test out these productivity apps to stay on task and increase your attention span!



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Great Books

Play Your Bigger Game: 9 Minutes to Learn, a Lifetime to Live

by Rick Tamlyn



Want to accomplish great things? In a rut? Looking to develop a better version of yourself? This book offers creative ways to make the changes you want!

[Find Out More](#)

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Quotes You Can Use

" At first dreams seem impossible, then improbable, then inevitable."

Christopher Reeve (1952 - 2004)
American Actor, Film Director, Producer,
Screenwriter, Author, Activist

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Go to www.enerpace.com to request
a complimentary coaching consultation!

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