

# The Enerpace PaceSetter

News as Individual as YOU are!

[www.enerpace.com](http://www.enerpace.com) 630 832-4399

[Enerpace](#) | [Upcoming Events](#) | [Enerpace Team](#) | [Enerpace Workshops](#) | [Contact Us](#)



March 2016

Click [here](#) to view our newsletter on-line.

[facebooklike] [twittertweet] [googleplusone] [lnkdinshare]

Dear Subscriber,

In honor of April Fool's Day, your March edition of *The PaceSetter* is being brought to you on 4/1. Blame Spring Break. :-)

Actually, the truth is summed up by a saying from Marshall Goldsmith, considered by most to be the top leadership coach in the world. He has coined the phrase "there's a high probability of a low probability event". For instance, there's a very low probability someone will die on a given day, or get fired or have their house destroyed by a weather-related event. But if you look out over 6-12 months, it's a pretty sure bet that at least one low probability event like this will occur.

Marshall uses this saying to explain why we often don't hit our goals in the time frame we expect. We don't count on getting sick or having a leaky roof or a parent in the hospital. But it happens.

And THAT, dear reader, is what delayed the newsletter. After a lovely Easter day, I learned of 3 deaths, a firing and a serious illness in 24 hours - all touching someone I love. Life. What a concept.

So please enjoy this month's selections on the theme of probability. And enjoy the Spring weather. Since if you're in the Chicago area, it's a REALLY high probability it will be changing yet again very soon!

Elene

## In This Issue

### Leadership Learnings

Forget Setting Goals,  
Focus on This Instead

### Career Management Corner

The Invisible Burden  
That Leaves Moms  
Drained

### Business Building Blocks

5 Ways to Cultivate a  
Strategic Partner

### Enerpace News

Enerpace Expert  
Marshall Goldsmith

Cool Tools  
Virtual Private Network  
(VPN)

### Great Books

### Quotes You Can Use

## Upcoming Events

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

---

## Leadership Learnings

### ***Forget Setting Goals, Focus on This Instead***

James Clear, *Entrepreneur*

Radical talk from a coach, we know, but an interesting thought just the same. Here's an approach that explicitly allows for those unexpected, "low probability" events.

Perhaps this is the more realistic approach to get you where you want to be?

[Find Out More](#)

[Back to Top](#)



---

## Career Management Corner

### ***The Invisible Burden That Leaves Moms Drained***

Katie M. McLaughlin, *PickAnyTwo.net*

If you're a parent, especially if you're a mom, there is a very HIGH probability that one of these events will occur to drain your energy barrel. What are your best tips for dealing with them? Share with us and we'll pass along the best tips next month.

And remember to plan time in your schedule for these types of things, so they don't become one of Marshall Goldsmith's Triggers!

[Find Out More](#)

[Back to Top](#)



---

## Business Building Blocks

### ***5 Ways to Cultivate a Strategic Partner***

Jennifer Robinson, *Huffington Post*

How many referrals do you receive? More than enough? Probably not.

**ReBoot Career Accelerator for Women** - Chicago 8 Week Accelerator, April 7 – May 26

Thursdays, 9:30-12:30 PM, Northwestern University [Details](#)

And, Enerpace is part of the Ready to Launch Panel on May 26th!

Enerpace offers programs with QTI in Leadership, Career Planning, and Business Management.

**"Do You Want to Become a Quality Expert? Quality Business Fundamentals Webinar"** - Quality Training Institute,

Tuesday, 4/5/16 @ 12 noon CT [Details](#)

Tuesday, 4/12/16 at 12 noon CT [Details](#)

**"How to Implement Change in Your Organization Effectively Webinar"** - Quality Training Institute,

Monday, 4/4/16 @ 12 noon CT [Details](#)

Monday, 4/11/16 at 12 noon CT [Details](#)

Click [here](#) to learn more about QTI and ALL the upcoming workshops and events!

[Back To Top](#)



While there's a low probability that your referral partners will meet a good prospect for you every day of the week, here's some "care & feeding" tips to make it a high probability that you'll be top of mind

when they do come across someone who is your ideal client!

[Find Out More](#)

[Back to Top](#)

---

## Enerpace News

1. Great ideas on what to do while you are unemployed! How do you stay focused and keep your skills up-to-date while looking for work? Check out the article, "*6 Professional Development Resources for Unemployed Job Seekers.*"



[Find Out More](#)

[Back to Top](#)

2. It's Spring! You may want to tidy up your business in addition to your home! The article "*Spring Clean Your Business to Promote Growth*" gives you some ideas. Enerpace offers some ideas on this topic as well!

[Find Out More](#)

[Back to Top](#)

3. Thinking of rejoining the work force? Need some updated training on technical and networking skills? Register for ReBoot, Career Accelerator for Women!

It's an 8 week program which begins on April 7th! Enerpace is on the Ready to Launch Panel on May 26! To learn more and register, click below.

[Find Out More](#)

[Back to Top](#)

4. Don't forget to read about how Enerpace Executive Coaching was born in this complimentary E-Book. Thinking of joining the world of entrepreneurship? Learn how these folks took those steps!

Just click the "Find out More" tab to visit Enerpace's website. You'll find "The Little Book of Startup Stories" in the 'Special Offers' section.

[Find out More](#)

[Back to Top](#)

---

## Enerpace Expert

### ***What to Do When It's Hard to Get Things Done***

Marshall Goldsmith, Author and Executive Coach



Some people are list makers - getting on paper all the things you want to get done today or this week. How often do you get to cross off all the items in your list?

Rarely! There is always a distraction or some unplanned event that gets in the way!

Great video on how to "plan" for those unforeseen events that probably WILL pop up!

[Find Out More](#)

[Back To Top](#)

---

## Cool Tools

### ***Virtual Private Network (VPN)***

Jon Becker, *Medical Office Systems, LLC*

One thing is almost certain. There is a high probability that you will have to access public WiFi. So, how do you "surf the web" and protect your information?



Here's a tool to protect you from the bad guys and to surf more safely!

[Find Out More](#)

[Back To Top](#)

---

## Great Books

### ***Triggers: Creating Behavior That Lasts-- Becoming the Person You Want to Be***

by Marshall Goldsmith

What are the odds that we will react to something in our personal or professional lives in a way that we had not intended? It's probably fairly high.

Learn about the triggers so you can start reacting in a more purposeful way and avoid those distractions!

[Find Out More](#)

[Back To Top](#)



---

## Quotes You Can Use

*"One should always be a little improbable."*

Oscar Wilde  
(1854 - 1900)  
Author, Poet, Playwright

[Back To Top](#)

---

Interested in visiting our website?  
Go to [www.enerpace.com](http://www.enerpace.com) and enjoy!

You are receiving this email either because you have asked to receive Enerpace's newsletter or because you have met or interacted with Elene Cafasso or a member of the Enerpace team. It is hoped that this information is useful to you. Please feel free to pass this information on to a friend who you feel will find it useful. We absolutely respect your privacy. To no longer receive our emails, select the "Manage Your Subscription" button in the lower left hand corner below.



SEND US AN EMAIL