

The Enerpace PaceSetter

News as Individual as YOU are!

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Dear Subscriber,

After 15 years as an Executive Coach, adding new techniques and tools yearly, I feel entitled to say I know a LOT about Emotional Intelligence (EQ). In fact, I've been speaking about it monthly in a series of webinars. They've covered a variety of topics - Influence, Negotiation, Corporate Politics, Sales – but the foundation of them all is EQ. (If you want access to the recordings, links are on the RH side). So how is it possible that my EQ entirely deserted me?

I was blindsided by a conflict, but had enough EQ to recognize that I didn't need to engage on someone else's time frame. So I walked away. A+ for my EQ!

Unfortunately, the other party followed me. My daughter was involved, my reptilian brain got triggered and I selected the "fight" option from the flight/fight/freeze menu - - which are the ONLY options available to us when that happens.

Why am I sharing this with thousands of people? 2 reasons:

1. Authenticity: So folks realize it's normal. Even EQ "experts" still have a reptilian brain that can over-rule the prefrontal cortex part that knows better.
2. Lessons learned: In coaching, no experience is wasted if we use it to inform our actions going forward.

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Upcoming Events

What have I learned? My boundaries in this area got too loose. I need to default to the structures that were pre-negotiated to prevent this from happening again. Lesson learned.

So this month, we've selected articles on the EQ & boundaries theme. A reminder for us all!

Elene

P.S. I need your help please! My daughter & I are walking for the Alopecia Areata Foundation at their annual conference next month. We're still far from our goal. Any donation amount is much appreciated.

<https://support.naaf.org/fundraiser/973438> Thank you!

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

Our June Enerpace Webinar is, "What's On Your Inner Playlist? Change the Tune & Create Sales Success!" -

Thu, 6/8 at 11am to 12 pm CST

[Details](#)

If you missed Enerpace's previous Emotional Intelligence webinars, there's still a chance to see them.

May Webinar:

"Corporate Politics Secrets from the C-Suite!"

[Recording](#)

April Webinar:

"Negotiating with Emotional Intelligence - Achieve More, Sell More!"

[Recording](#)

February webinar:

"Influence Without Authority Using Emotional Intelligence"

[Recording](#)

If you join the upcoming June webinar, we have a special offer to allow you to **see how you rate in all 15 Emotional Intelligence Competencies**, to view your EQ results report and to attend a 2-hour online workshop.

[Details](#)

Leadership Learnings

How to Help Someone Develop Emotional Intelligence

Annie McKee, *Harvard Business Review*



Do you know folks who are very intelligent but lack empathy or social skills to get things done? That's IQ versus EQ! And, EQ can be developed! And, it's what we do at

Enerpace!

Take the EQ Assessment and develop a plan to improve your EQ. Check out our offer at <https://enerpace.com/EQ>. Let us know if you're interested or have questions.

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Career Management Corner

Don't Let Your Brain's Defense Mechanisms Thwart Effective Feedback

James R. Detert and Ethan R. Burris, *Harvard Business Review*

Don't let your brain deceive you!

Read about some typical traps that occur in a business setting and how to re-evaluate what is really happening. It happens more than you think!

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Business Building Blocks

The Chemistry of Connection

Daniel Goleman, *LinkedIn*



In our high tech world we live in, we can never be reminded of the value of human connection too many times. Emotional Intelligence is

MUCH harder to demonstrate in an email or a text!

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Enerpace News

1. Join us in June for the next installment of our Spring Emotional Intelligence Webinar Series. We're taking the Summer off but we may be back in the Fall.



"What's On Your Inner Playlist? Change the Tune & Create Sales Success!", on Thursday, 6/8 at 11am CST. Register [HERE!](#)

Your inner dialogue is often the biggest sales obstacle, whether you're selling an idea, a product or yourself!

It doesn't matter if you call this self-talk a "gremlin", "saboteur", "limiting belief", "inner critic" or something else - the net result is the same.

Want to get unstuck & start driving the actions that produce sales results? Attend this webcast and learn:

- The REAL source of the self-talk that drags you down
- The Top 5 limiting sales beliefs & how to combat them
- The critical emotional intelligence competencies necessary for sales

success

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 Sales Success.

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2. Don't forget to check out Elene & her daughter Maria's fundraising page for National Alopecia Areata Foundation - <https://support.naaf.org/fundraiser/973438>

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Enerpace Expert

Five Self-Care Strategies to Transform Your Health for Career Success

Irina Fursman, www.linkedin.com/in/irinafursman/



Trying to juggle too much in both your personal and professional life? Great article on taking care of yourself first. Irina has been my health coach and

helped me make positive changes in my life.

As we always say at Enerpace, remember to keep your energy barrel full!

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Cool Tools

Make Your Vacation Feel Longer With Some Basic Cognitive Psychology

by Patrick Allan

With summer vacations around the corner, take advantage of these ideas to make memories!



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Great Books

The EQ Edge: Emotional Intelligence and Your Success

by Steven J. Stein and Howard E. Book



While Daniel Goleman wrote the classic, this book has proven most useful for us and our clients. Learn what EQ really is and how to use

and apply it in your personal and professional lives.

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Quotes You Can Use

"Healthy discontent is the prelude to progress."

Mahatma Gandhi (1869 - 1948)
Indian Civil Rights Leader

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Ready to learn more?

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

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