

The Enerpace *PaceSetter*

News as Individual as YOU Are



May, 2012

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Dear Subscriber,

As coaches, we love being able to provide our clients with a tip, tool, resource, article or best practice that can assist with whatever dilemma or challenge they're facing. What makes it extra special is when that solution was given to us by the wonderful folks in our network!

So this month, we're sharing links to some of the best articles recommended TO us, as well as those WE recommended when appropriate. Just shows that others love to pay it forward as much as we do - - and we hope you'll share the links or even the whole newsletter with those who'd benefit!

Finally, many of you know that my daughter Maria has a condition called alopecia universalis that causes the white blood cells to attack her hair follicles. You can learn about alopecia at www.naaf.org or see a younger Maria in action on TV here: <http://www.nbcchicago.com/video/#!/news/local/Its-Cool-to-be-Bald/59784737>

Every year, our family vacation includes the National Alopecia Areata Foundation conference where we participate in a walk-a-thon to raise funds for research. So every year, I request tax deductible donations for the cause. Checks made out to NAAF can be sent to Enerpace's mailing address, 240 N. Addison, Elmhurst, IL 60126.

Thanks & keep paying it forward!

Elene

p.s. To donate on behalf of Maria, please send a check made payable to NAAF (National Alopecia Areata Foundation) to Enerpace at 240 N. Addison, Elmhurst IL 60126. Thank you!

LEADERSHIP LEARNINGS

7 Tips to Sell Your Ideas Like A Motivational Speaker

Stephen Shapiro, *OPEN Forum*

Advocacy is one of the most important skills a leader needs to develop. Leaders have to be advocates for their people, their ideas, their initiatives, and even their budget!

Some of our clients are great public speakers. They know how to persuade, influence, prepare and support their position with research. Those exact same skills can be used for successful advocacy.

This article reminds us of some great public speaking practices that can, and should, be used in all our important communications.

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Upcoming Events

(All Listed in Central Time)

Want Leadership Success? Make Sure Your EQ is as High as Your IQ! - Webinar, Fri. 6/8/12 @ 12 PM
[Details](#)

Maximize the ROI on Your Networking Time - 6/11/12 @ 6:30PM
[Details](#)

Setting Effective Professional Boundaries - Webinar. Fri. 7/13/12 @12 PM
[Details](#)

"How To Say No" - Webinar, Fri. 8/3/12 @ 12PM
[Details](#)



CAREER MANAGEMENT CORNER

What Recruiters See When They Read Your Resume

HR Team, *The Burns and McDonnell Career Blog*

SIX seconds! That's all you have to convince someone to keep reading your resume.

We've shared this article with our clients in career transition. Eye mapping technology has identified the key areas of focus for us. Now it's our job to make them as powerful as possible!

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BUSINESS BUILDING BLOCKS

Is Your Corporation or LLC in Compliance?

Nellie Akalp, *Small Business*

Trends

Determining the right legal structure is a critical first step in forming a business. Many times, however, we don't realize the requirements that this decision imposes on us going forward. Take a look at this quick summary to make sure all your "ducks are in a row" on this important issue!



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ENERPACE NEWS

June is a busy speaking month for us!

1. Join Elene 6/8 for a webinar on Emotional Intelligence - the number 1 determinant of leadership success:

"Want Leadership Success? Make Sure Your EQ is as High as Your IQ! Webinar"

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2. Enerpace tries to give back by speaking pro bono at groups that support those in career transition. This quarter, Elene is speaking to the Tri-Cities Unemployment Group 6/11 on "**Maximize the ROI on Your Networking Time!**".



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ENERPACE EXPERTS

More (Free) Favorite Software

John Becker, *Medical Office Systems Newsletter*

One of our favorite technology experts provides us with some great free resources to do things you didn't know you needed to do - - or maybe didn't even know you COULD do!

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COOL TOOLS

Fiverr

A client shared this site with us and it truly is a find! They advertise themselves as "The world's largest marketplace for small services, starting at \$5."

Their services run the gamut of personal to professional. At such a low price point, what have you got to lose?

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GREAT BOOKS

The Rhythm of Life: Living Every Day With Passion and Purpose

Matthew Kelly

A great book actually recommended by a prospective client! The author reminds us of our legitimate needs in four key areas: physical, emotional, spiritual and intellectual. These often get sacrificed for less important things, when our true purpose on the earth is to become the very best self we can be!

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QUOTES YOU CAN USE

"The opposite of love is not hate, it's indifference. The opposite of art is not ugliness, it's indifference. The opposite of faith is not heresy, it's indifference. And the opposite

of life is not death, it's indifference."

Elie Wiesel, Writer and Nobel Prize Winner

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