

# The Enerpace PaceSetter

News as Individual as YOU are!

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**November 2017**

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Dear Subscriber,

At the November PWCC lunch, I had the pleasure of hearing Michelle Larson, CEO of the Adler Planetarium speak on leadership. She compared forming a team to a star forging an orbit. Gasses eventually coalesce, attracting masses that make it bigger and stronger while kicking out what's unneeded. In much the same way, teams start messy and figure out what they need to hang on to!

Next, to position a team for success, it's necessary to see ALL the stars. Things in the universe look differently depending on how you look at them. Similarly, not everyone follows the same path. In fact, there's not just 1 path and it's not always linear!

Finally, leaders need to shine like the moon, which has no light of its own. What we see is really the reflection from the sun. Similarly, a good leader shines by reflecting others.

All great reminders, yet my biggest takeaway was this: Someone who loves what they do can make anything interesting and relevant!

So what are you passionate about? How can you incorporate your passion more into your daily life? It's not always necessary to change your career entirely.

In a few weeks, we'll all be slowing down for the holiday season. Make a date with yourself for some reflection time. Your 2018 will thank you!

## In This Issue

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How To Prepare For Your Dream Career While You're In The Job You Have Now

### Business Building Blocks

To Come Up with a Good Idea, Start by Imagining the Worst Idea Possible

Passionately –

Elene

p.s. If you need help creating your passion plan, schedule a one-time Focus Session & make it a reality!

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## Leadership Learnings

### 8 Tips for Empowering Employees

Kevin Daum, *Inc.com*



Letting your “stars” shine is part of being a great leader. Although there may be some “messy” steps along the way, it will only benefit

the company in the long run.

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## Career Management Corner

### How To Prepare For Your Dream Career While You’re In The Job You Have Now

Gwen Moran, *FastCompany.com*

You don’t need to make immediate changes – it’s a process you can move through while still employed. These logical approaches can be your guide.



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## Business Building Blocks

### To Come Up with a Good Idea, Start by Imagining the Worst Idea Possible

Ayse Birsel, *Harvard Business Review*

Leading innovation is similar to the messy process of star formation. The best role for a leader in this process is probably one you’d never expect!

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## [Enerpace News](#)

### [Enerpace Expert](#)

Google Spent 2 Years Studying 180 Teams. The Most Successful Ones Shared These 5 Traits

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Three Simple Questions This GE Exec Asks To Solve Big, Complex Problems

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#### Upcoming Events

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

Enerpace offers programs with [QTI](#) in Leadership, Career Planning, and Business Management. Take advantage of December's offerings.

[Advice from Prominent & Successful CEO's Webinar](#),

Fri, 12/1 from 12-1:30pm

[Details](#)

**Thank you for participating in our Emotional Intelligence Webinar Series in early 2017.**

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

*"What's On Your Inner Playlist? Change the Tune & Create Sales Success!"*

[Recording](#)

*"Corporate Politics Secrets from the C-Suite!"*

[Recording](#)

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

[Recording](#)



"Influence Without Authority Using Emotional Intelligence"  
[Recording](#)

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## Enerpace News

1. What are you thankful for this season? Read about Enerpace (#88) and other entrepreneurs in "Experts Weigh In: 101 Things Entrepreneurs Are Thankful For".

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2. If you haven't yet had a chance to listen to Elene's sometimes "messy" yet valuable lessons from her corporate career, it's still available. Enjoy the "Tales from Around the Water Cooler" podcast with the [The Prinz Law Firm](#).

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## Enerpace Expert

### Google Spent 2 Years Studying 180 Teams. The Most Successful Ones Shared These 5 Traits

Michael Schneider, *Inc.com*



You may be surprised by what makes a productive leadership "dream team". Think through these traits the next time you are

forming a team!

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## Cool Tools

### Three Simple Questions This GE Exec Asks To Solve Big, Complex Problems

Beth Comstock, *FastCompany.com*

Beth offers an unusual way to approach any new idea or solve a problem. It's a great approach to

help you see the  
big picture!

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## Great Books

**The Sales Leader's Problem Solver:  
Practical Solutions to Conquer Management  
Mess-ups, Handle Difficult Sales Reps, and Make  
the Most of Every Opportunity**

by Suzanne Paling



Sales Leaders  
face a unique  
set of leadership  
challenges. This  
book suggests  
what to actually  
do about the  
biggest

problems faced by new sales leaders.

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## Quotes You Can Use

*"When it is dark enough, you can see the  
stars."*

Ralph Waldo Emerson (1803-1882)  
American Essayist, Lecturer, and Poet

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Go to [www.enerpace.com](http://www.enerpace.com) to request  
a complimentary coaching consultation!

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