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September, 2010

The Enerpace PaceSetter

News as Individual as YOU Are

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Upcoming Events

[Visit our website for more information about Enerpace events.](#)

A Quick Start Guide to Negotiation Strategies: Better Negotiation in 50 Minutes

[October 1 Webinar](#)

Book Club for the Bandwidth Challenged

[November 5 Webinar](#)

Dear Subscriber,

This month's theme is taken from my favorite "Maxine" cartoon in which she admonishes us "Don't Believe Everything You Think!" I couldn't agree more!

The more we learn about neuropsychology, the more scientific proof we have that our perceptions are NOT always reality. So this month, every link provides information to challenge some of those things you probably are already sure you know "for sure"!

We do a lot of belief challenging in coaching. I often say coaching is 90% about awareness to make a conscious choice. You can't choose to keep or discard a belief you don't even know you have!

If you'd like to learn how to stop believing everything you think - and start creating your reality from a place of conscious choice - please give us a call! Enerpace coaches can help you finish 2010 strong and get ready for even greater success next year.

Happy Fall!

Elene

p.s. Call us @ 630-832-4399 to discover how we can help you get out of your head and into conscious choice!

Leadership Learnings - How To Keep Employees Motivated -Dianne M. Durkin, ForbesWoman Views

Do you feel like it's all but impossible to keep employees motivated and engaged when they've been asked to "do more

The Professional Woman's Voice

[November 6 Workshop - Western Suburbs \(Oak Brook\):](#)

[November 9 Workshop - Chicago](#)



with less" for the hundredth time? Think the only thing folks will respond to is a financial incentive?

This article provides seven great tips leaders can use to keep folks productive & profitable, without using monetary compensation.

[Find out more....](#)

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Career Management Corner - How Adults Achieve Happiness - Marshall & Kelly Goldsmith

Think your life would be perfect if you worked less, had more money and lived on a tropical island? Do you believe you'd be happy if only you'd get the promotion, the perfect spouse or the perfect house? You'd be wrong.

The Goldsmith's study found that MEANING is what determines happiness. And meaning is dependent on the person, not the location or situation. In coaching, we call this honoring and living your values. We help our clients consciously choose where, and how, to do just that!

[Find out more....](#)

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Business Building Blocks - A Dozen Don'ts for Entrepreneurs - Guy Kawasaki, Open Forum

Everything in our business needs to be perfect. It's ok to hire your family because you know you can trust them, right? This article challenges 12 of the most popular ideas we think we know for sure!

[Find out more....](#)

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Enerpace Experts - Does No Non-Compete Mean Clients Can Be Taken? - Kristen Prinz, The Prinz Law Firm

It's only fair, right?!? They are YOUR clients and YOUR relationships, so when you change companies, you can take them with you, right? Wrong!!

The Prinz Law Firm is part of the valuable Preferred Partners Program we offer to Enerpace clients. Kristen Prinz, founder & principal, explains how these relationships may be considered "Company Information" and the property of your former firm, even when you've never signed a non-compete.

[Find out more....](#)

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Enerpace News

1. Elene Cafasso quoted in "B2B Social Media Digest"

The dilemma entitled "Help! I need more time!" turned into a great article called "Reclaim Control of Your Job. Turn the undone into 'Done!'. It provides 7 good tips for taking back control of your day.

[Find out more....](#)

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2. Extreme Vendor Management

Elene was honored to be asked to contribute to Carol Roth's blog, on the topic of *65 Business Etiquette Do's & Don'ts* (see #63).

[Find out more....](#)

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Cool Tools - FileSocial

Think it's impossible to attach a file to your Tweets and other social media postings? Well think again! FileSocial is a tool that lets you do just that!

[Find out more...](#)

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Great Books - *Whale Hunting: How to Land Big Sales & Transform Your Company* - Searcy & Smith

Everyone KNOWS that little businesses can't hope to sell to really big companies, right? Nope! This great book uses the metaphor of a whale hunt to define the process, roles and techniques that even the smallest company can use to capture a 'whale' of an account! It's a great resource for firms wanting to go after bigger deals and bigger customers.

[Find out more....](#)

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"The last of the human freedoms- to **choose one's attitude** in any given set of circumstances, to choose one's own way..."

- **VIKTOR FRANKL**

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