

The Enerpace PaceSetter

News as Individual as YOU are!

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Dear Subscriber,

“How to Become More Likeable” was the topic of Bella Gahndi’s presentation for the PWCC this month. Her firm, the Smart Dating Academy, specializes in helping single people find their perfect mate. But these principles apply to all areas of life and business! We all want to be around those we like, trust and respect. As I listened, I realized what Bella recommends are really Emotional Intelligence principles applied in a whole new way.

So, how DO we become more likeable? Only 4 things are required, and like all EQ-based practices, they apply to men as well as women:

1. Be positive – it’s contagious! We all have problems, but leave the baggage at home and look for what’s good instead of what’s not.
2. Look warm – 93% of communication is non-verbal. How? Smiling is a good start.
3. Be a good listener by working on listening for understanding. Use empathy, an EQ competency, & get folks to talk about what they like.
4. Show genuine appreciation, which is very different than false flattery. Acknowledge kindness, effort, performance or success.

Bella agrees there are times we need to be fierce and get the job done. The rest of the time, go for likeable - & watch your relationships improve in the process!

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How to Thank Your Employees Like You Mean It in 3 Simple Steps

Kim Lachance Shandrow, Entrepreneur



We may say it often but HOW you say it is important.

Expressing authentic appreciation is necessary to build strong

relationships.

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Career Management Corner

How to Deal with Difficult (Even Impossible) People

Deepak Chopra, *Oprah.com*

Here's how to handle the most common difficult relationships and protect yourself in the process.



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Business Building Blocks

Reward Your Referral Sources and Earn More Business With These 2 Simple Steps

Ivan Misner, *Entrepreneur*



How to enhance your relationship with referral sources – in 2 easy steps!

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

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

And next month they are offering the fundamentals on **Lean 6-Sigma White Belt Training**. Professionals who possess this knowledge make, on the average, \$10,000 - 20,000 more annually.

Thur, 10/19 from 9am - 5pm @ the Quality Training Institute in Skokie
[Details](#)

Thank you for participating in our Emotional Intelligence Webinar Series over the last several months.

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

June Webinar:
"What's On Your Inner Playlist? Change the Tune & Create Sales Success!"
[Recording](#)

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](#)

Enerpace News

1. How you transition from a job can be just as important to your career as your experience and contributions while you were still at the job. Have you thought about how you plan to exit? Check out Enerpace's contribution to this topic in the article, "30 Career Experts Teach You How to Resign Gracefully - Part 6". Remember, you want to be likeable!

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2. Enerpace and our coaches had the opportunity to work with a fabulous group of women leaders at the [IIAW](#) on Monday for our 'Coaching Skills for Women Leaders' Workshop. The women walked away with tools on how to improve teamwork, how to promote more effective behaviors, and how to cultivate responsibility & accountability at all levels.

Enerpace offers this workshop and many others!

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2. Don't forget to listen to the "Tales from Around the Water Cooler" Podcast with the [The Prinz Law Firm](#). Elene was honored to share her lessons learned and best practices from her own corporate career.

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Enerpace Expert

Experts say these surprising 6 phrases will change your life

Monica Torres, *The Ladders*



Great videos to explain how these simple phrases can help you communicate better and change how you are perceived.

Important for empathy and interpersonal EQ too!

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Cool Tools

Tired of Ending Your Emails With 'Regards'? Here Are 69 Other Options

by The Muse, *Inc.com*

Lots of other options to get you out of that email rut. It's a great list to keep handy to express exactly how you feel in your email.



And, to make you more likeable!

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Great Books

The Seven Principles for Making Marriage Work: A Practical Guide from the Country's Foremost Relationship Expert

by John Gottman and Nan Silver



Despite the title, these principles apply to all relationships – including the relationship systems found in all companies.

Enerpace coaches are trained to work with teams as well as individuals.

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Quotes You Can Use

"The grass is not, in fact, always greener on the other side of the fence. No, not at all. Fences have nothing to do with it. The grass is greenest where it is watered. When crossing over fences, carry water with you and tend the grass wherever you may be."

Robert Fulghum (1937 -)
American author and Unitarian Universalist Minister

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

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