

# The Enerpace *PaceSetter*

News as Individual as YOU Are



September, 2013

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Dear Subscriber,

September has been an interesting month - to say the least! Two close friends have been diagnosed with serious illnesses (Lupus and Parkinson's) while other friends continue to struggle with unemployment/underemployment issues. I'm also getting to the age where I have more family members in heaven than on earth - a sobering thought!

Then there are the small disappointments - like a fundraiser raising less money than I hoped. Or a new service offering that doesn't exactly have clients beating down the door.

All of this led to this month's theme: making 'lemonade' out of 'lemons'. Not to minimize the hard things that happen, but to think about how do we move forward when they do? How do we pick ourselves up and keep going? How do we become & stay resilient?

As the days get shorter and the leaves start to fall, I've decided to focus on what's still possible: appreciating the loved ones still here while celebrating my daughter's 10th birthday next month; my great network, so generous with feedback that will make my next product launch even better; the improving economy and expanded access to health care that will benefit us all.

How about you? How do you 'bounce back'? The articles in this month's issue will help you do that - at least professionally. What's your best 'lemonade' recipe?

Resiliently -

Elene

p.s. As you can see, we LOVED our "Chocolate for a Cure" fundraiser for the National Alopecia Areata Foundation (NAAF). [Chicago Chocolate Tours](#) was a fabulous partner and we highly recommend their tours in Chicago, Boston, Philadelphia and Geneva, IL!

## Upcoming Events

(All Listed in Central Time)

"Want Leadership Success? Make Sure Your EQ is As High As Your IQ"

AND

"Introduction to Coaching Skills for Women Leaders" - Chicago Booth, Booth Women Connect Conference, 10/4/13  
[Details](#)

"Executive Recruiters - Ask the Experts" - Webinar, Fri, 10/11/13 @12 Noon  
[Details](#)



p.s.s. If you weren't able to participate, never fear! We have another chocolate-themed way for you to make a contribution from your own home or office. Check it out in the [Enerpace News](#) section below!

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## LEADERSHIP LEARNINGS

***Most Change Initiatives Fail - But They Don't Have To***  
David Leonard and Claude Coltea, *GALLOP Business Journal*

Is your big initiative at work on life support? Thinking about making a critical change in your business? Read this 'spot-on' article about how to prevent it from failure. Just follow these four crucial steps!

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## CAREER MANAGEMENT CORNER

***The Sociopath in the Office Next Door***

Davia Temen, *Forbes*

What do we do when life hand us a HUGE lemon, like working with someone you are convinced is an actual sociopath? We take steps to protect ourselves until we can get out of the situation!

Check out these helpful tips to guide you before it is too late!

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## BUSINESS BUILDING BLOCKS

***How to Overcome the "No Budget" Objection***

Angelique Rewers, *The Corporate Agent Blog*

"Sorry, we don't have the budget for that." How many times have you heard this? Follow these five strategies to keep the sales process moving forward!

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## ENERPACE NEWS



1. Now that we have one fundraiser under our belt, we decided to keep the chocolate momentum going!

Enerpace has partnered with Dove Chocolate Discoveries and Heather Jarvas, Chocolatier Extraordinaire, to create an ongoing promotion for NAAF. I can personally attest that every product I've tasted (many!) has been yummy and of high quality.

[This link](#) takes you to an on-line catalog where you can shop for amazing treats like sea salt &

chocolate covered caramels, chocolate covered graham crackers, chocolate salad dressing, chocolate tea and more!

Best yet, 15% of every sale will be donated to NAAF. Just select Alopecia Fundraiser as your "host" when you shop on-line. (First Name: Alopecia; Last Name: Fundraiser) OR call Heather directly at 630-452-8149 and she will happily place your order for you!

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2. Elene Cafasso & Tom Horne enjoyed the gracious hospitality of [Superior Ambulance](#) when they hosted [Elmhurst Chamber of Commerce](#) members at an event on 9/24. We also enjoyed meeting Miss Illinois 2013, Brittany Smith, an Elmhurst native!



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## Enerpace Expert

### *Experts Offer Insight into Elder Care*

Bonnie Miller Rubon, *Chicago Tribune*

What to do when your parent needs a "parent"? This article features our Enerpace Expert, Ben Neiberger of Generations Law - an attorney we highly recommend for elder law and estate planning issues.

For more information about Ben and his firm go to [www.generationlaw.com](http://www.generationlaw.com).



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## COOL TOOL

*Job Accommodation Network, askjan.org*



We all hope that we will never have to use this tool but it is a handy resource should the need arise. We can't control life or the conflicts it can create with work when we have illnesses, disabilities, family issues, etc.

What do you do when illness strikes? How do you keep on working? What's a reasonable accommodation you can expect from an employer or be expected to make

for an employee? This tool can answer these questions so you'll know how to proceed.

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## GREAT BOOKS

*Healing Conversations: What to Say When You Don't Know What to Say*  
by Nance Guilmartin

You may have been in situations where you want to be a good friend or provide the 'right' comforting words to a family member. It's a tough spot! This book is a wonderful resource to help you be an empathetic listener and provide supportive feedback during someone's difficult time.



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## QUOTES YOU CAN USE

"The gem cannot be polished without friction, nor man perfected without trials."

Chinese Proverb

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