

The Enerpace PaceSetter



www.enerpace.com 630-832-4399

We Grow Agile Leaders Who Grow Purpose-Driven Firms

September 2020

Hello Subscriber,

In a year in which we've all lost so much already, the death of Justice Ginsburg felt like a sucker punch to my gut. While her phenomenal, impactful life has been duly lauded in all forms of media, the one story I still hadn't heard was how she acquired the "Notorious RBG" moniker. So I Googled it!

In 2013, a NYU law student, Shana Knizhnik, came up with this play on a rapper's "Notorious B.I.G." nickname. In a 2015 *Slate* article, "Knizhnik explained that it was the juxtaposition of Ginsburg's small size and tremendous trailblazing force that inspired the name. 'Here you had this diminutive person, this tiny human, and nobody saw her as a bad ass. But when you see what she has done, over years, with such dignity and grace, it represented that.'"

RBG definitely was a bad ass! Her legacy of important decisions for our civil rights will not soon be forgotten. Yet equally important is HOW she got things done. She fought for what was right AND worked to bring people with her. No one can question Justice Ginsburg's passion, yet she also didn't steamroller over others. She recognized that, at the end of the battle, we all still need to be on the same side as Americans.

My prayer and, if I can be so presumptuous as to assume, hers as well, is that we find some way, after this election, to remember we actually ARE on the same side. We're all Americans.

May you rest in peace, power and notoriety RBG –

Elene



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[Enerpace Website](#)

Upcoming Events



Don't miss this fascinating virtual zoom series, *ULCC Black Entrepreneurship in Chicago: Past, Present & Future*. To learn more about this series and to register, click on the links below.

- "The Merchant Prince of Black Chicago", Thur, 10/22 at 6pm CST

[Register](#)

- "The Rise and Fall of Chicago's First Black Banker", Thur, 10/29 at 6pm CST

[Register](#)

- "Madison Avenue and the Color Line" (African Americans in the Advertising Industry), Thur, 11/12 at 6pm CST

[Register](#)

Open to all Booth Alumni! Chicago Booth Alumni Club will host a free, virtual event, "Next Steps Network - Chicago Later Career Alumni", to help folks navigate and transition to a new job later in their life.

A panel of industry experts will offer guidance and suggestions. And, Elene is part of the panel during workshop #3 with a concentration on Strategic Networking! The webinars are October 21st and November 5th and 18th from 5:30 - 7pm CST. Deadline date for registration is Wed, 10/21.

[Learn More and Register](#)



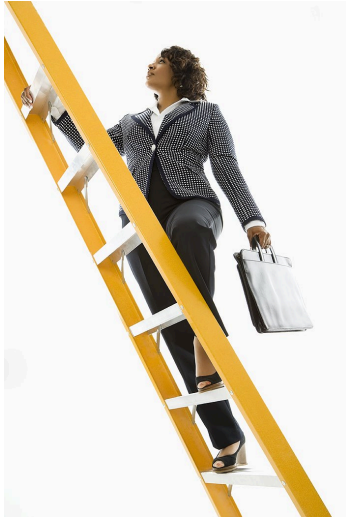
Leadership Learnings

Tapping the Power of Hidden Influencers

Lili Duan, Emily Sheeren, and Leigh M. Weiss, *McKinsey & Company*

To accomplish great change, you need to get the strongest influencers on your side. The challenge is, they're often not who you'd think!

[Find Out More](#)



Career Management Corner

Women Hit A Glass Ceiling Early In Their Careers, Here's How To Break It

Michelle King, *Forbes*

RBG believed "Women belong in all places where decisions are being made. It shouldn't be that women are the exception.". For that to happen, we need to remove the glass ceilings that still are prevalent even today.

[Find Out More](#)



Business Building Blocks

Control the Negotiation Before It Begins

Deepak Malhotra, *Harvard Business Review*

In a negotiation, there are many variables to influence to obtain your desired outcome. A good article with some factors most of us wouldn't have thought about.

[Find Out More](#)



Enerpace News

Starting a new job? Don't forget to consider your worth and negotiate your salary. In the article "Do's and Don'ts for Successfully Negotiating Your Salary", Elene and other experts offer their opinions on how to handle the compensation package.

Be prepared to research and consider your options!

[Find Out More](#)

Regain your focus with our **Leadership Crisis Response Solutions**. Does it feel like your team has been driving 200 mph lately? Bring them in for a virtual "pit stop" and get realigned!

Do YOU need a confidential sounding board, access to best practices and an Executive Mentor to help you prioritize and strategize? We've created "Just-

in-Time Focus Sessions" for that exact purpose. Contact us for a complimentary "laser coaching" session and get results while meeting your coach.

Learn to stay effective and efficient during this rapidly changing time. Again, there's no long-term contract or commitment, so give yourself and your team the opportunity to take a breath, align, refocus and move forward.

Click the button below for more details, or contact Enerpace at #630-832-4399, at mail@enerpace.com or through our [Enerpace website](#).

Leadership Crisis Response Solutions

We are all dealing with COVID-19 in our own way. Have patience with yourself and remember we are still offering this service. If you are a front line worker and want to talk, let us know.

Enerpace and other ICF-certified coaches are offering "supportive conversations" for front line workers through [Covid Connectors 2020](#). It's a way to say "thank you" while helping those who may need a safe space to process what they're experiencing.

Please click below to learn what this program is all about. And, thank you front line workers!

Find Out More



Enerpace Expert

Daniel Pink on leadership and the new principles of influence

Abhijit Bhaduri and Megha Agarwal, *People Matters*

Research has shown that persuasion is a key part of our jobs and our personal lives. Pink helps us understand influence and how best to use it to entice others.

Find Out More



Cool Tools

This Simple Negotiation Tactic Brought 195 Countries to Consensus

by Akshat Rathi, *Quartz*

Can you imagine getting 195 countries to agree on ANYTHING? It happened, thanks to the tool of Indaba!

Find Out More



Great Books

Taking People With You: The Only Way to Make Big Things Happen by David Novak

Taking folks with you, getting them aligned and “on board” requires influence. This author recognizes it’s also the only way to make big things happen!

[Find Out More](#)



Quotes You Can Use

Fight for the things you care about, but do it in a way that will lead others to join you.

Ruth Bader Ginsburg (1933 - 2020) Associate Justice of the Supreme Court of the United States

Ready to learn more?

Go to www.enerpace.com to request

a complimentary coaching consultation!

Questions? Contact us today 1-630-832-4399



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