

# The Enerpace PaceSetter

News as Individual as YOU are!

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September 2015

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Dear Subscriber,

I recently joined the Professional Women's Club of Chicago. One of the benefits is the monthly luncheon - they have fabulous speakers! This month, the speaker was Andrea Zopp, attorney, current candidate for US Senate, prior CEO of Chicago Urban League and prior General Counsel of Exelon, Sears and Sara Lee...after 15 years in the State's Attorney's office!

She spoke on "Women & the Power of Opportunity", but her lessons apply to men equally well.

Here are her key points:

1. Advocate for yourself. If you won't, why should someone else?
2. Know what you are good at and what you are not good at. There's no reason to hide it. Surround yourself with folks who complement you.
3. Respectful does NOT mean nice. You can argue with someone and still treat that person with respect. It should be a fair fight between equals. You never know when you'll see them again, or under what circumstances.
4. A little discomfort goes a long way. If you don't ever feel uncomfortable, you're not pushing yourself enough. It's ok to create a little fear and to be uncomfortable every now and then. What pushes us helps us get better!

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Andrea's last point inspired this month's PaceSetter theme! Where are you too comfortable? When was the last time you felt uncomfortable professionally? Where do you need to stretch?

Whether it's an uncomfortable conversation, a stretch assignment at work, or a hard look in the mirror, I hope the articles featured this month will be just the impetus you need to reach a bit higher.

To your discomfort -

Elene

p.s. Uncomfortable with the rapidly increasing pace of change and uncertainty in the professional world today? Call us! The Enerpace team specializes in helping leaders develop and keep up!

(All listed in Central Time)

"The Business of Divorce: Minimize Your Economic Impact When 'Happily Ever After' Ends" - UCWBG October Webinar, Friday, 10/2/15 @ 12 noon CT  
[Details](#)

"Entrepreneurial Dreams: From Wondering to Knowing if You Should Start a Business in 21 Days" - UCWBG January Webinar, Friday, 1/8/15 @ 12 noon CT  
[Details](#)

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## Leadership Learnings

***Why Certain Managers Thrive in Tough New Jobs While Others Get Fed Up***  
Yuntao Dong, Myeong-Gu Seo and Kathryn M. Bartol, *Harvard Business Review*

Sure, career development should be encouraged. However, when you push yourself or others in a "developmental" or stretch assignment, make sure you have the support which will position you for success.



This article covers the best steps for success for yourself and others!

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And, only one day left so hurry - **this code expires 9/31/2015!**

Our new partner, the [Quality Training Institute\(QTI\)](#) is offering Enerpace Subscribers a **15% discount on all upcoming courses**. To take advantage of this, use promo code: enerpace71983 when registering.

QTI offers a variety of courses for professional development and career growth including Enerpace workshops.

Click [here](#) to learn more about QTI and the upcoming workshops and events. There are some new ones starting in October!

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## Career Management Corner

***The Hidden Cost of Workplace Rudeness***  
Anthonia Akitunde, *American Express Open Forum*

Here's a topic that makes everyone uncomfortable. Look in the mirror: how do you treat your coworkers? Are YOU tolerating rudeness and bullying?

Rudeness at work creates more than just an unpleasant place to spend your day. It also affects the success of the business!

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## Business Building Blocks

### *Tips for Cold-Emailing Intimidatingly Powerful People*

Peter Sims, *Harvard Business Review*



Another usually uncomfortable business situation - approaching top level executives or industry VIPs.

Don't bombard them with your ideas.

This article provides simple and

appropriate ways to offer your insights and suggestions.

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## Enerpace News

1. If you need some advice on "*Handling a Boss Who's Not on the Ball*" then check out Enerpace's suggestion in this article!

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2. Enerpace is featured in a new book about entrepreneurship which answers the key question - Should I start a business?



Learn from other business owners, including yours truly, and walk through 12 self-assessment exercises to determine if entrepreneurship is right for you. The book is "Who's With Us? From Wondering to Knowing if You Should Start a Business in 21 Days"

The book will be published on October 15th and the author will present on this topic for our UCWBG January, 2016 webinar!

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## Enerpace Expert

***Leaders: Ask and You Shall Receive!***

Peter D. Demarest, *Linked 2 Leadership*



Peter Demarest is an expert in neuro axiology, which is changing results by

changing the way we think.

When you're ready to stretch, here's the central question: to ask yourself: "What choice can I make and action can I take, in this moment, to create the greatest net value?"

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## Cool Tools

***Why We Miss Deadlines, and How to Stop***

Belle Beth Cooper, *life hacker*

Missing a deadline makes us uncomfortable – and not in a good way.

This article provides steps and a tool to try which makes it easier to keep those commitments.



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## Great Books

***We Need to Talk: Your Guide to Challenging Business Conversations***

by Andrea J. Lee

Wondering how to approach a tough or stressful business conversation that's weighing on your mind?

This book provides you with great tips on how to handle those difficult conversations that make all us uncomfortable!



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## Quotes You Can Use

*"One of life's greatest risks is never daring to risk."*

Oprah Winfrey  
(1954 - )  
American Producer and Philanthropist

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