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**Sourcing Success for Individuals and Organizations
Career Coaching & Business Growth Solutions**

Your Catalyst for a Powerful Career - And Life!

We trust you will enjoy this month's Newsletter! We invite you to submit your articles, announcements, and events – let us all know who you are, what products and services you provide, and your goals – the resources you are looking for are likely at your fingertips! Reach your goals, and realize your dreams!

Confirm your [subscription](#) today!!

Quick Coaching!

The Three Legs of Integrity in fulfilling on Action Plans

Communication:

- On time, as scheduled.
- "down the list" No story - just go down the list of what needs to be covered.
- Intention and Intentionality - have an intention for the call, and go through the call with intentionality – no detours or distractions.
- Precision and Focus. Be precise in the communication: say what needs to be communicated and shut up. Keep Focused on the intention of the call (no bunny trails!)

Team/Staff:

- Real Partnerships: shared commitments.
- Real Agreements - in writing! Who's doing what.
- In Action - you know the actions being taken, so you can add or modify.

Awake to Opportunities:

SOCIAL!! (the context for all)

- The Appropriate People, Places, and Communities
- Professional/Business always as a potential in a conversation
- Consciously choosing where you show up. Who are you being known by?



Give the Gift of Dreams Fulfilled!

March, 2008

In This Issue:

**Quick Coaching:
Fulfilling Action Plans
Notable Quotables**

Coaching Gold

**Article:
Key to Happiness by Brian Tracy**

**Get your tickets for the Next
Atlanta PowerLife Event:
Powerful Careers: Designing &
Living Fulfillment**

**Millionaire Mind
coming to Atlanta April 4th!**

**Featured Clients and
Our Favorite Links**

**STEALS & DEALS!
On The Web**

2008 2nd Quarter Seminars

**Have you checked the
Website Features!!**

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Notable Quotables

“
With the new day comes new strength and new thoughts. - Eleanor Roosevelt,

Doing what you love is the cornerstone of having abundance in your life. - Wayne Dyer,

I have learned, that if one advances confidently in the direction of his dreams, and endeavors to live the life he has imagined, he will meet with a success unexpected in common hours. Henry David Thoreau

If you have built castles in the air, your work need not be lost; that is where they should be. Now build the foundations under them. Henry David Thoreau

”



Coaching Gold

There's no such thing as trying – you either do it, or you don't.

"There's no such thing as practice – it's real, right then, right there, this time, every time.. And – there's only the practice of taking the action that we say will work – then looking to see what results that produced, and using that knowledge to design the next action."

Today's the day! Celebrate Abundance!, and Share a Smile!!



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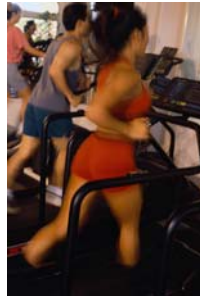
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To Your Health!

6 week program for Health and Vitality!
Delivered by Charlton Hoag, Fitness Expert and Personal Trainer

Top Five Reasons to Workout

- 5.) Lose weight
- 4.) Increase strength and flexibility
- 3.) Reduce Stress
- 2.) Have more energy to do the things you love
- 1.) Feel good about yourself and the clothes you do or don't wear

Did you start working out in January only to stop before February arrived? Commit to get into the best shape of your life now. Call Charlton Hoag at 678.438.9956 for a complete personal training experience. This six week, "break the rut program" starts at \$1000 and includes 18 sessions at a private gym (30 minute sessions), a weekly phone consultation to offer guidance and advice, and six "bootcamp" style training sessions (who would've thought 45 minutes without weights could be so hard, but so fun).

Commit to your health and well being, call 678.438.9956 today!



What better gift to give your family, friends, and co-workers, than the gift of reaching their goals and fulfilling their dreams?!?!

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for the people in your life Today!

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The POWERPLAN *in ACTION! - Money in the Bank*

– isn't that what most people think of as reaching the next level of success? Wouldn't it provide you with the freedom to enjoy the life of your dreams? Isn't that why you bothered to open this document?!?!

We've put together a simple plan of action for you in the following pages, outlining the basic steps that result in Money in the Bank. We've outlined the results that have to happen, and the some actions you can take to produce those results.

Well, we could go on and on about what you'll see, the benefits of following the plan, and reminders that you are the source of your own success, that no piece of paper is going to deposit cash in your account – but let's just get to the good stuff!

[Download your copy of the acclaimed E-Book Today!](#)



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The Next Atlanta PowerLife Event!

What would have you jump out of bed every morning ecstatic because you have the privilege of doing it?

Powerful Careers: Designing & Living Fulfillment

A 2-day intensive seminar workshop designed to provide you with the opportunity and tools to create a future that calls you into action.

We will create a career path that lights you up and a detailed action plan to fulfill your goals.

We'll identify the results that need to be produced, the actions you can take to cause those results, and you'll leave with a custom designed career path of your dreams.

That is what this seminar is about: living your dreams. We will look at what those dreams are, and identify some possible paths to lead you there.

We'll look not only at what you want to do, but how you can do it.

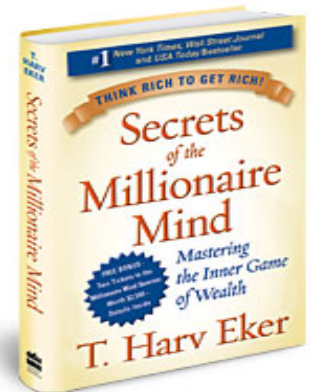
We'll look at:

- o Past Based vs Future Based Goal Setting
- o The PowerPlan: The Goals, the Results & the actions to produce those results
- o The Love to Do Exercise: What should you be doing, and who benefits from that?
- o The Balanced Living Timeline: identify and manage the results you are out to produce in every area of life! How to Prioritize your actions; how to produce velocity and momentum in reaching your goals!
- o Utilizing the Resources of Your Communities
- o The Three I's of Producing Extraordinary Results
- o Creating & Managing Teams

The first step is simple:
[Register TODAY!](#)

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The Key to Happiness *By: Brian Tracy*

Your ability to achieve your own happiness is the key measure of your success, of how well you are doing as a person. You learn the key to happiness that has been the same through all of history. You learn how to dispel the two myths that may be holding you back and how to achieve more happiness in everything you do.

Dedicate Yourself to Your Best Talents

The key to happiness is this: dedicate yourself to the development of your natural talents and abilities by doing what you love to do, and doing it better and better in the service of a cause that is greater than yourself.

This is a big statement and a big commitment. Being happy requires that you define your life in your own terms and then throw your whole heart into living your life to the fullest. In a way, happiness requires that you be perfectly selfish in order to develop yourself to a point where you can be unselfish for the rest of your life.

Please Yourself First

In Edmond Rostand's play *Cyrano de Bergerac*, Cyrano is asked why he is so intensely individualistic and unconcerned with the opinions and judgments of others. He replies with these wonderful words: "I am what I am because early in life I decided that I would please at least myself in all things."

Your happiness likewise depends upon your ability to please at least yourself in all things. You can be happy only when you are living your life in the very best way possible. No one can define happiness for you. Only you know what makes you happy. Happiness is an inside job.

Your Happiness is Up to You

The biggest myth about happiness is when people say that it is not legitimate or correct for you to put your happiness ahead of everyone else's. Throughout my life, I've met people who have said that it is more important to make other people happy than it is to make yourself happy. This is nonsense.

The fact is that you can't give away to anyone else what you don't have for yourself. Just as you can't give money to the poor if you don't have any, you can't make someone else happy if you yourself are miserable.

The very best way to assure the happiness of others is to be happy yourself and then to share your happiness with them. Suffering and self-sacrifice merely depress and discourage other people. If you want to make others happy, start by living the kind of life and doing the kind of things that make you happy.

Action Exercises

Here are three steps you can take immediately to put these ideas into action: First, define for yourself the activities that you really love and enjoy, at home and work, and then organize your life so you do more of them. Second, believe in yourself and trust your own feelings. Then, please at least yourself in all things. Third, determine what it is that you do that brings the most happiness to others and then organize your life so that you can do more of it.

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The Fern and the Bamboo.....

One day I decided to quit.... I quit my job, my relationship, my spirituality. I wanted to quit my life. I went to the woods to have one last talk with God.

"God", I said. "Can you give me one good reason not to quit?"

His answer surprised me... "Look around", He said. "Do you see the fern and the bamboo?"

"Yes, I replied."

"When I planted the fern and the bamboo seeds, I took very good care of them. I gave them light. I gave them water. The fern quickly grew from the earth. Its brilliant green covered the floor. Yet nothing came from the bamboo seed. But I did not quit on the bamboo.

In the second year, the Fern grew more vibrant and plentiful. And again, nothing came from the bamboo seed. But I did not quit on the bamboo".

He said. "In the third year, there was still nothing from the bamboo seed. But I would not quit.

In the fourth year, again, there was nothing from the bamboo seed. I would not quit."

He said. "Then in the fifth year a tiny sprout emerged from the earth. Compared to the fern it was seemingly small and insignificant.

But just 6 months later the bamboo rose to over 100 feet tall.

It had spent the five years growing roots. Those roots made it strong and gave it what it needed to survive. I would not give any of my creations a challenge it could not handle."

He said to me. "Did you know, my child, that all this time you have been struggling, you have actually been growing roots? I would not quit on the bamboo. I will never quit on you. Don't compare yourself to others."

He said. "The bamboo had a different purpose than the fern, yet, they both make the forest beautiful."

"Your time will come, "God said to me." You will rise high!"

"How high should I rise?" I asked.

"How high will the bamboo rise?" He asked in return.

"As high as it can?" I questioned.

"Yes." He said, "Give me glory by rising as high as you can."

Never regret a day in your life. Good days give you Happiness. Bad days give you Experiences. Both are essential to life. So in the middle of problems, sorrows, adversities and MORE.... Keep going! Happiness keeps you Sweet, Trials keep you Strong, Sorrows keep you Human, Failures keep you Humble, and Success keeps You Glowing,



*Party
with a
Purpose*

Interested in
creating your
own
Fundraiser

Networking
Event

Client /
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Appreciation
Party?

Let us design
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handle the
logistics, and
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(Contact us at results@empowered-enterprises.com to have your website listed!)

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Next Level of Success*

TODAY IS THE DAY TO TAKE CONTROL
OF YOUR FUTURE!

BRING YOUR VISION AND CREATIVITY
ALIVE!

In your individual
PowerPlan session, we will:

Create your own personal
strategic plan of action –

Your PowerPlan session gives you the opportunity and tools to create a future that calls you into action, and has you reach your goals; we'll look at what those goals are, and identify possible paths to lead you there.

We'll look not only at what you want to do, but how you can do it. What **RESULTS** have to be produced? What **ACTIONS** can you take to cause those results?

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Step 6 The INTRODUCTORY CONVERSATION **from "Money in the Bank: The PowerPlan in Action!"**

So from Step 5, they've heard about you – they have that first inkling that they might be interested in what you have to offer. How do you move them from thinking about it to having them become a client?

Step 6 is that initial conversation you have with potential clients. In this conversation, you want produce two results:

- 1) Introduce yourself and your product or services sufficiently to confirm that they are interested;
- 2) An appointment scheduled to present what you offer, at which time they can choose to purchase the product or service.

******Note:** for some products and services this initial conversation will *be* the presentation and the opportunity for them to purchase. For example, they may contact you to purchase the book you've written. If this is the case, you'll want to combine steps 6 and 7. It will depend, again, on the scope of the products or services you are offering. Products often sell in a single contact, whereas services may require a more detailed or even a customized presentation. If you have several services or products that can be combined to meet the customers needs, it is highly likely that you'll have a separate opportunity to present.

For an initial conversation to be effective, it will require you to be clear on what you're offering, and the benefits it provides. Write it out! Answer the question why would someone want this? It should be very brief, and concise. For this first conversation to be most effective, design your conversation around **questions you ask them**, rather than just telling them what you offer, or waiting for them to ask you questions.

Use questions that elicit the response you're looking for! Try variations of:
What have you heard about our products/services?
What had you contact us?
What benefit do you see our product/service providing you?

Step 6 is one of the vital links in the plan to create Money in the Bank. This is one of the moments where you'll end up with a Yes or No. Be ready to go straight into your presentation (Step 7) if they request it!

Coaching Gold: Whether they are a yes or a no, ask them who else they know that might benefit from your products/services!

***EBOOK: Money in the Bank: The PowerPlan in Action
Regularly \$59.99
Sales price \$29.99



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