



# POWER CHOICES<sup>©</sup>

*Guiding People and Businesses to Choose Passion & Performance for Amazing Health & Wealth*

*Engage with Enthusiasm*

August 2005

## Power Choice #7– Engage – Laura Novakowski

Over the years, I have had the honor on working with many wonderful people and on many amazing projects. In reflection, I have identified for me that one **common denominator** that has ensured success in every instance. And conversely, I am able to see now what was missing when the situation failed. *That denominator is engaging a positive approach!*

True story, the names are changed to protect the innocent.

Andy was a new college graduate who had interned in a large organization. Her mentor asked her if she would be interested in leading a small project within a large healthcare organization. It was long hours, hard work and not much money, but, if the concept caught on, could add an entirely new profit center to the company and a new dimension to the industry. Andy knew she had a lot to learn and was thrilled with the opportunity. She jumped right in and got started. Asking a lot of questions, Andy started early and stayed late. She typed her own reports, tracked down all the contacts and worked extra hard to keep help everyone on track to hold up their end of the bargain.

Sandy was an employee that had been with the company for many years. When Andy came on board, she saw little value in the new concept. She made it extra hard for Andy to get information, came to meetings unprepared and disrupted rather than contributed every step of the way. Sandy made fun of Andy's energy, her passion, her ideas both publicly and privately.

In spite of Sandy's resistance, Andy rose to the obstacles in her path through reflecting and reviewing **her** own performance to ensure that **she** was not the problem. She saw Sandy's value to the project and made extra efforts to help Sandy see that she was valued. Andy asked for everyone's input and treated them as contributors to the success of the project. Through Andy's mentoring and support, Sandy **discovered** that her value was in critiquing not criticizing.

The end result was a new multimillion dollar service that helped position the company as a leader in the community. Together they **chose to engage** in a **positive team approach**. By the way, now Sandy works for Andy and loves it!

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### Choices to Ponder

- I choose to be excited!
- I choose to employ all my talents!

*"In motivating people, you've got to engage their minds and their hearts. I motivate people, I hope, by example - and perhaps by excitement, by having productive ideas to make others feel involved."*

Rupert Murdoch



A Classic :

### How to Enjoy Your Life & Your Job

By Dale Carnegie

# Abundance or Scarcity: What Belief Do You Choose to Engage?

Leanne Hoagland-Smith

"People with a scarcity mentality tend to see everything in terms of win-lose...the more we develop an abundance mentality, the more we are genuinely happy."

Stephen R. Covey

For the last several years, I have included on my email signature the following salutation "Peace and Abundance." This is a daily reminder that my success begins with how I engage my beliefs. For I know that it is my beliefs that drive my behaviors.

During a conference, one of my mentors shared a very simple exercise that I now use with my clients to demonstrate the power of how our beliefs guide what we shall receive. He asked those in the audience to take a sheet of paper and on the left side write the letter B for Birth and on the right side write the letter D for Death. Upon completion of this task, he then asked, "What was in between?" Answers varied from life to troubles. In his coy and quiet southern accent, he acknowledged every answer as being good, but not quite the one he was seeking. Eventually, he stated that what existed in-between birth and death was "just a matter of inconvenience."

How many times have you visited the local gas station in the morning, swiped your credit card and upon completion of filling your tank, you failed to receive the requested receipt? The electronic message is displayed, *Please see cashier*. Maybe, if you were like me, you **stomped** up to the cashier's counter with not the most pleasant face and waited in line. As you **waited**, you looked to your watch and counted the minutes that this delay was costing you. Then, maybe, you **gruffly** said something like "The pump said I needed to see you for the receipt" or "My receipt didn't print!" The harried cashier printed out the receipt, you grabbed it, quickly mumbled "thank you" and walked out in a **huffy hurry**. As you entered your car, you were still **very** upset and those thoughts stayed with you **most of the day**.

Now, by engaging a mentality of **peace and abundance**, where we accept that we will face daily inconveniences, life begins to change. Yes, machines still fail to print receipts. However, now when you enter the gas station, you receive a **smile** from the cashier because you engage a belief that this is '*no big deal*.' Your attitude of peace and abundance has **infected** the cashier and she offered you a free coffee as well as an apology for your inconvenience. You **calmly** walk back to your car, receipt in hand and accept this minor inconvenience for exactly what it is – a **minor inconvenience**. You choose not to engage in a mentality of conflict and scarcity. The day begins with peace and abundance. *Just imagine* how far everyday you can go by **engaging beliefs** of **abundance** instead of scarcity?



Personally, I can attest that since **engaging** these positive beliefs of peace and abundance, I have received not only the pleasure of a smile, but offers of free coffee and even money. However, what is really **incredible** is that I now begin the morning engaged with myself and **in control** of what I allow to affect me.

As always, the choice is yours to make and yours to live with.

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Complete the following power choice inventory...

- Are you willing to see **growth opportunities** in every challenge?
- Can you participate just **for the joy** of helping someone else succeed?
- Can you **"make lemonade out of lemons"**?
- Are you able to **inventory the benefits** derived from a so-called "bad" situation?
- Can you be the one to **absolutely embrace** uncertainty?
- Can you join a group without knowing all of the agendas and **believe you can participate**?
- Can you contribute to situations with an **"I can do it attitude"**?
- Do you surround yourself with people and **resources that support** your positive attitude?

Conduct your "Choices Inventory" in conjunction with the action planner found on the last page of this newsletter. Finding **your** inspiration will help you to find your *magical potential and go beyond purpose to achievement* to making your dreams a reality and making conscious choices that will invent the life **you** desire.

*If you are interested in learning more about processes that help you and your organization **inspire** new ways of looking at every situation, **implement** power choice strategies, and **improve** results, please contact us at:*

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"...love life, engage in it,  
give it all you've got.  
Love it with a passion,  
because life truly does  
give back, many times  
over, what you put into  
it."

Maya Angelou



"We're so engaged in  
doing things to achieve  
purposes of outer value  
that we forget the inner  
value, the rapture that is  
associated with being  
alive, is what it is all  
about"

Joseph Campbell



## Action Plan Exercise: Power Choice #7 – Choose to Engage

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1. Identify a **frustrating** situation that you are involved in currently (can be personal or professional):

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2. Describe what you feel is **causing** of the frustration in that situation:

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3. Identify **one action step** that you can engage to make the situation less frustrating:

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4. Identify a **mentor** that can assist you to turn the frustrating situation around:

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5. **Ask** that mentor for help!

If you are interested in a keynote or seminar to excite the  
***M.A.G.I.C.A.L.™ Potential: 7 Capacities for Going Beyond Purpose to Achievement***

for you or your people, please contact:

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