



POWER CHOICES©

*M.A.G.I.C.A.L.™ Potential:
Going Beyond Purpose to Achievement*

*Be
Inspirational*

March 2005

Power Choice #3– Ask – Laura Novakowski

Do you feel like you are not getting what you want out of life? Are you frustrated, fumbling and fearful? Would you rather be fascinating, forward-thinking and focused?

We often spend a great deal of time trying to figure out what we need or want. One of my colleagues has a very special way of helping people clarify those needs and wants. His approach can serve as a foundation to assist us in understanding how we make choices in **any** event or situation in our lives – he **asks**.

When he is faced with a challenging or difficult situation, he stops and asks, "How is this situation impacting on my peace of mind?" By asking this question, he has found that he immediately pays attention to his feelings and emotions. It allows him to become more focused on being comfortable and understanding what the real issues are that he is now confronting. Another question he asks himself, "What is the value for me to find clarity in what is going on inside of myself?" This allows him to put events into perspective and helps him to tap into his "personal guidance system."

Answers that he listens for are: "Don't go in that direction." "This approach will not help others or myself." "I feel that I am in integrity with myself." "I am in balance." or "I feel relaxed and less tense ." versus "I am feeling anxious and fearful. " "I feel put on the spot." or "I am out of my element."

He also expresses genuine concern for others by asking them consistently , "What does that mean for you?" "Is that important to you?" "Did you ask yourself why that is important to you?" My colleague finds that this approach allows others to be in harmony with him and together they become clear on what is **really** important. For him, it is important to be at peace. He believes, "My real power comes from when I am at peace within. In honoring who I am, I can honor others!"

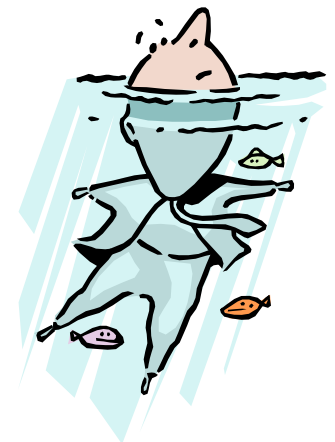
Next time you are faced with a challenging decision, honor others and yourself by asking the above questions. The power is in choosing to ask!

Choices to Ponder

- I choose to invite feedback!
- I choose to request what I need!

"For true success **ask** yourself these four questions:
Why?
Why not?
Why not me?
Why not now? ."

James Allen



A book to read!

The 8th Habit

By
Stephen Covey

For Assistance with Power Choices, call Laura Novakowski at 570-477-3388, email lnovakowski@aol.com website and visit www.positivepowerinc.com.

The Power of A.S.K.'ing

Leanne Hoagland-Smith

"To know the road ahead,
ask those coming back."

A Chinese Proverb

Have you ever had the opportunity to follow-up on a business lead? Recently, I had such an opportunity to reconnect with an organization that I had been trying to secure as a client. After multiple unreturned phone calls, I finally decided to **ask** for the decision maker within the department. After receiving the executive's name, I made contact. I explained who I was, where I was from and how I could add value to their training request. A planned 5 minute telephone call turned into a 30 minute engaging dialogue where I learned even more about their needs and was asked in return if I had the experience to facilitate a second, separate engagement.

The point of this story is quite simple. How many times in life do we fail because we didn't **ASK**? For example, we receive only **part** of the information that we need, and instead of **A.S.K.**'ing for the rest of the information, we provide a response based on limited information. We rationalize this behavior because of our desire to respond quickly, to showcase our expertise, to show respect, to not lose a potential contact or sale, etc. Yet, if we had taken the time to receive **all** of the necessary information, how much different would the outcome be?

Many of us know when to ask; however, we may not understand **why** we need to ask. In exploring the various reasons for asking, there are 3 basic reasons why we **A.S.K.**:

Aspire ~ Solidify ~ Know

First, by **A.S.K.**'ing, we **aspire** to reach that next level of understanding. Remember how young children are always asking, "Why?" like "Why isn't the moon always round?" Their endless questions provide opportunities for them to grow.

Reason number two centers around the need to **solidify** our current information or knowledge. By **A.S.K.**'ing, we take the time to ensure that our understanding is solid, so that we can accept new knowledge into our existing experiences. Examples of this include such questions as: "Do you understand?" or my personal favorite, "Does that make sense to you?"

The third reason we ask is to **know** something. Knowing questions are "Where are you going?" or "When do you want this project finished?"

A.S.K.'ing is truly an **art** that we refine over time through practice and awareness. Our continued practice and awareness create the balance so that we not only know what questions to ask, but we also are sensitive to those times when it is better not to ask. When we reach that level of understanding of others' needs, we then can be amazed at how relationships and opportunities can grow.



Leanne Hoagland-Smith, **ADVANCED SYSTEMS**, the **Performance Specialist**
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Complete the following choice inventory...

- Are you willing to **ask** questions?
- Do you take time to stop and ask **yourself** the question, "Why is this important to me?"
- Do you take the time to **listen** for answers?
- Do you notice how you are **feeling** when you ask a question?
- Do you **continue to ask**, even when others may make you feel uncomfortable?
- Do you ask others how **they feel** about the situation?
- Do you ask yourself, "Am I **comfortable** with the direction that this is taking?"

"Don't ask what the world needs. Ask what makes you come alive, and go do it. Because what the world needs is people who have come alive."

Howard Thurman



Conduct your "Choices Inventory" in conjunction with the action planner found on the last page of this newsletter. Finding your motivation 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.

"He who asks a question is a fool for five minutes; he who does not ask a question remains a fool forever"
Chinese Proverb

Positive Power Strategies, Inc., a company whose sole purpose is to help individuals and organizations discover their true potential and take action to manifest extra-ordinary results.

Laura R. Novakowski, principal of **Positive Power Strategies, Inc.**, is a developmentalist and facilitator whose background as a nurse, executive and facilitator of change helps individuals and corporations to discover and engage their potential - building on "What's In It For Me" (*WIIFM*) and achieving "What's In It For Us" (*WIIFU*) & providing tools that support amazing performance to achieve consistent growth & sustainable success!

If you are interested in learning more about processes that help you and your organization implement power choice strategies and improve results, please contact us at:

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check out the website: www.positivepowerinc.com



Action Plan Exercise:
Power Choice #3
ASK

1. Write one question that you can ask yourself the next time you are in a difficult situation

2. Ask yourself this question and write some of the answers that you receive

3. Write one question that you can ask the other person the next time you are in a difficult situation

4. After trying out the question, once you are alone, describe how they answered and the outcome of the situation

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

for you or your people, please contact:

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