



POWER CHOICES©

Creating Attitudes & Strategies Tapping
Limitless Potential

Facilitating Potential

April 2004

Power Choice #4—Choose to Engage

In the movie, *Pay It Forward*, a class is challenged by their teacher to take on a project for extra credit that could make a difference in the world. One young boy was really paying attention that day. He chose to take on a philosophy that the world would be a better place if everyone tried to “pay it forward” by helping a stranger, and by that stranger in turn helping another. He chose to engage selflessly and the results were truly astounding.

Just in case you haven’t seen the movie, I don’t want to spoil the story, but the essence for me, was to engage 3 key ingredients that are available to us everyday.

Engage With People in Need - find some who could use some help, a complete stranger, a person with whom you work, even a relative that you may not particularly have the fondest feelings towards. Make the effort to find a real need, not just what you think they need.

Engage The Right Attitude - decide that you are going to gain increased understanding and insight about what might have contributed to their misfortune, without assuming an attitude of superiority for different human conditions and circumstances. We often don’t know how we would or could survive in the most adverse situations. Act with compassion & empathy.

Engage Action - give generously. This could be food or money to someone homeless, time with a lonely, irritable individual, or supporting an activity/ project for which you will not receive any recognition. Let go of what they might do with money or listen with patience and tolerance if they grumble that it is not enough. Give it freely without expecting anything in return. And go one step further, thank them for allowing you to be of service to them.

The one thing that certainly will change when we choose to engage—ourselves!

Interested in assistance with choosing to engage

Call: Laura Novakowski at 570-477-3388 or

email: lnovakowski@aol.com website - www.positivepowerinc.com

Choices to Ponder

- I choose to serve!
- I choose to take action!

“Success and failure. We think of them as opposites, but they’re really not. They are companions -- the hero and the sidekick.”

Lawrence Shames

Add to your shelf:

The Essence of Success

By Earl
Nightingale

Chapter 5—
Strengthening Your Interpersonal Skills -
This chapter teaches a valuable lesson about the importance of looking for “hidden potential” by nurturing “knowledge, care and time to bring ability to the surface.”



"It shall be done."
Bill Peck
The Go-Getter
Peter B. Kyne

Terms of Engagement – Be "The Go-Getter" Laura Novakowski

Have you identified your terms for engagement in a relationship, employment, partnership, or ownership?

In 1921, Peter B Kyne, wrote a wonderful story entitled The Go-Getter, the protagonist, Bill Peck, had a few hard knocks in life. As a war veteran he experienced tremendous pain, suffering and loss. When attempting to get back into the workforce, doors slammed continually in his face. Still he kept going! When one executive turned him down, he went higher. Eventually, he gained access to the chairman and president in one company upon which he had set his sights.

When Bill finally achieved an interview with the CEO, he is asked, "What can I do for you?"

Peck replied, "I've called for my job." He said it with conviction. He presented himself honestly realizing that the best way to get the job was to sell the employer on himself first. If he could share his passion, his excitement, then he could sell any product or service for the company. Given the opportunity he could and would show his abilities as a salesperson. He shared his terms of engagement to gain employment.. Getting this job was the most important thing to him in the universe.!

Once hired, Bill Peck demonstrated his zeal to serve his company in his role as a salesperson. When presented with an obstacle, no matter how difficult, he would respond, "it shall be done." He continued to demonstrate determination, believing that he worked for one of the greatest lumber companies in existence.

Finally after passing many tests along the way, he was given a major challenge that a less engaged person would not have achieved. But, being the "go-getter", he chose to engage in actions that would ensure he would NOT let his employer down!

In the final analysis, the "Go-Getter" got it done!

*INSPIRING POTENTIAL—CREATING ATTITUDES & SERVICES TAPPING
LIMITLESS ENERGY*

5 Key Terms of Engagement

Laura Novakowski



Mr. Kyne concludes his book with these lines. *"Nothing can better summarize the determination, the endurance, the loyalty, the passion and the personal responsibility of a go-getter. Kindle it in yourself and all shall be done."*

1. Determination - to take action by demonstrating firm, definiteness of purpose. Identify what you want and go after it.
2. Endurance - to withstand and overcome hardship and diversity. Getting back up every time you are knocked down.
3. Loyalty - staying faithful to the cause, the ideal, the belief, the company, the product or service. Believing that what you deliver or produce is extra-ordinary.
4. Passion - having an intense, driving conviction that what you are doing, selling, serving, building is adding tremendous value to and for humanity.
5. Personal responsibility - going beyond being morally and legally accountable by investing your emotional and mental energy in supporting your organization, relationship, your community.

Adopt these terms of engagement and remember Bill Peck's slogan, "It shall be done."

"Embracing change is more than an attitude that change is beneficial. It encompasses competency in judgment, decision making, handling transitions and managing uncertainty."

Tom Stevens

Positive Power Strategies, Inc., a company whose sole purpose is to inspire individuals and organizations to discover and engage their potential to live uncommon lives and provide extra-ordinary service..

Laura R. Novakowski, president of Positive Power Strategies, Inc., is a developmentalist and facilitator whose background as a nurse, health care executive and change agent helps individuals and corporations achieve dramatically improved results in 4 keys areas: financial performance, leadership ability, service delivery and personal & professional growth and innovation.

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:

Phone: 570-477-3388 or Fax: 570-477-2636



Action Plan Exercise: Power Choice #4- Choose to Engage

This exercise will give you the opportunity to get to know someone in a very different way. More importantly, it will increase your understanding of the power of serving someone else.

The power of choosing to engage with someone in need, helps us identify and associate with our own needs in a very different manner as well.

1. List 3 people whom you choose to engage in assisting and state their need:

Person: Feeding a homeless person

Need: Kindness

2. List the attitude (s) you will engage before and identify your benefit (s):

Attitude: Compassion

Benefit: Less judgmental

3. List the actions that you choose to engage to help the individual:

Action: Invite the person to lunch, ask them their "story", and really listen!

Choose to engage. It's a wonderful way to get to know someone else in a very different way and in the process you will also learn you're a pretty special person yourself.

Interested in discussing your success with choosing to engage, please call Laura Novakowski:

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