



Greetings!

It's officially summer! After what seemed like a year long winter season in New England, we appreciate the heat and fun summer brings. And we appreciate our clients and partners who make our work so enjoyable. That's why we're taking the opportunity to brag about them in this issue.

You'll meet one of our new clients, Associated Content, whose Web site publishes user-driven content. Hakins Meetings & Incentives can get your corporate meetings and events off and running! Miriam Perry is our newsletter editor; she's also written the book review this month.

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Leadership Moments: Coaching Exercise - Heroes



How you view the world affects how well you succeed in it and even how you're treated. But our view of the world sometimes becomes distorted or stale. One benefit of having a leadership coach is that they'll see you through an objective person's eyes.

Here's an exercise you can do on your own to help to gain a different perspective.

1. Think of two or three people who you admire. They might be friends, relatives, or even movie characters.
2. Why do you hold these people in such high regard? What qualities do they have that you respect? Are they wise? Kind? Successful? Charismatic?
3. The very next time you are trying to resolve an issue, consider how your heroes would handle the situation. Ask yourself, "What would Walt Disney do?" or "How would my brother react?" See the world from their eyes and gain valuable perspective.

Note: If some of the people on your admiration list are friends or relatives, tell them! Send them a handwritten note or an e-mail thanking them for inspiring you to be a better person/leader/friend. Who wouldn't want to hear that?

Meet Some of Our Clients! Hakins Meetings and Incentives

Hakins Meetings & Incentives' corporate group travel management professionals align teams through well-coordinated, off-site meetings and employee group travel incentives. Hakins also fulfills marketing promotions, sports and entertainment hospitality, and corporate golf events - driving client brands like Coca-Cola, Verizon, Clear Channel, Weichert Realtors, and others forward. Hakins streamlines planning and on-site operations through relationship-building client service to successfully support corporate meeting planners.



[The Hakins Management Team](#) has more than 60 years' combined experience in producing and delivering effective and efficient domestic and international corporate group travel programs.

An unsurpassed passion for quality, uncompromising ethics, attention to detail, and dedication to sound business practices are the keystones of their management style and are instilled in every member of their team.

What Hakins is saying about Corley Hanson Associates: *"Corley Hanson Associates has made and continues to make things happen here at Hakins Meetings & Incentives! Through bi-monthly coaching sessions with me and interaction with our leadership team, they have helped us bring clarity and focus to the vision and mission of Hakins Meetings and Incentives. This already successful company is stronger today as result of our partnership with CHA and now the entire company is one unified team working toward taking us to the next level."* Paul M. Smith, President/Owner

To Contact Hakins Meetings & Incentives:

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Meet Some of Our Clients! Associated Content: The Ultimate Content Exchange!



Associated Content Company Values: Service, Innovation, Trust, Leadership and the Power of the User.

Associated Content is a new client, based in Denver, Colorado. Associated Content is a web-based publishing company whose goal is to provide the ultimate venue for people to exchange content! It's a great resource to research information and connect with the people behind it. You can access and publish information on fitness, technology, travel, art, sociology, film, and just about every topic imaginable.

www.associatedcontent.com has developed an easy to use publishing platform that is both search-engine-friendly and accessible to all Internet users. Anyone can post news, information, and articles along with your bio and/or organization's information. There are no hosting fees for contributors. Associated Content's revenue is derived from site advertisers. Contributors are called Content Producers and those who excel get paid for going to the site to publish their information.

Visit the site today and sign up as a Content Producer. Please pass this along to groups, organizations, and schools. If enough people use Associated Content, it will change the way the world uses, accesses, and exchanges content.

What Associated Content is saying about Corley Hanson: *"Thank you for such a well executed retreat. You were both terrific. As a small company, we work without as much context as we need. Our time with you gives us the necessary perspective. Awfully fortunate to be working with you."* Luke Beatty, CEO

Movie Review Contest!

It's your turn to tell us about movies with great leadership lessons.

The first three people to e-mail us a movie review will receive a complimentary, Web-based assessment, which reveals your behavioral style of leadership. Winners will also receive a follow-up coaching call. What an opportunity!



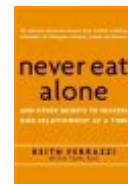
[Examples of past movie reviews:](#)

- Monsters, Inc.
- Mr. Holland's Opus
- Million Dollar Baby

Book Review: Never Eat Alone - Guest Editor Miriam Perry

Never Eat Alone by Keith Ferrazzi

The idea of networking makes some people uneasy. How can you walk up to a stranger and start selling him on your product or service? You don't, says author Keith Ferrazzi. People who believe they can build their businesses by "working a room" or passing out 240 business cards at a cocktail event "don't know the first thing about creating meaningful relationships," says Ferrazzi, who is founder and CEO of Ferrazzi Greenlight, a marketing and sales consulting company.



Instead, Ferrazzi focuses on building relationships. Be useful to people and they will remember you - not as someone who tried to sell them something but as someone who is a valuable resource:

- Refer a potential client.
- Send an article pertaining to their business or hobby.
- Offer to set up a brainstorming meeting to resolve a problem they're facing.
- Collect birthdates (just month and day; after all, we're trying to make friends here!) and send out simple Happy Birthday cards.

Ferrazzi also offers practical guidance on how to get face time with the right people and how to maximize that time. Most importantly, he explains how to do it without becoming known as a schmoozer so that people will want to be with you and you'll never have to eat alone.

[To order this book](#)

Wise Words

"The reason most people never reach their goals is that they don't define them, learn about them, or even seriously consider them as believable or achievable. Winners can tell you where they are going, what they plan to do along the way, and who will be sharing the adventure with them." Denis Waitley

WHAT'S NEW - Assessment Services

Corley Hanson Associates now has web based **Assessment Services** for individuals and organizations to better understand ways to effectively communicate, build your leadership skills and create high performance teams. We are piloting this new program by providing complimentary assessments for you to sample for your organization. Please send an e-mail to Wendy Hanson at whanson@corleyhanson.com to learn more and/or sign up!!!!!!

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