



Corley Hanson Associates Newsletter

Making Your Business a Team Sport!
January 2007

Greetings!

Five years from now, what are people saying about you?
What have been your maverick ideas?
What are you known for?

So how do you want to show up this year? As we have taken our first step into 2007, it is important to figure out how do you want to show up as leader; how do you want to show up as a team member; how do you want to show up as a person in 2007? It's very important to set your business goals and results and it is equally important to set your intentions.

It's a good time to look at these types of questions. If you need some assistance on a personal level, team level or company level, please let us know – we would love to partner with you.

"People often say that motivation doesn't last. Well, neither does bathing -- that's why we recommend it daily."

--Zig Ziglar

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From the Main Office of Corley Hanson Associates...Funny Stories and Blessings

At the headquarters of Corley Hanson Associates located in Providence, Rhode Island, Wendy Hanson and Will Corley operate the company. For those of you who know Will and Wendy and have worked with them, you will know there is quite a difference between them. Not surprisingly, Wendy takes care of the bills and accounting and in her constant striving to be better organized, Wendy did some

redesign of the office. She added an outgoing basket for the mail and things that were leaving the building. Will, not a man who looks at organizing with the passion that Wendy does, really was not aware of any changes.

So last week, one of their clients sent in a check. Wendy efficiently did her usual process of copying the check, preparing the deposit slip, stamping the back of the check "For Deposit Only" and then proceeded to put it in the outbox. Will, deciding that he was going to be very forthright and pick up the mail to put it in the mailbox grabbed everything in that box and brought it to the mailbox and dumped it in. Hours later, you could almost hear a thump in the office when the realization was that the deposit was most likely mailed with the letters that Will mailed earlier. So long story short – Wendy had to go down to the post office to fill out some forms. On Sunday night, in the middle of the Patriots game at 8:45 pm, the USPS called to say they found the deposit. Horray!

So now it is Monday morning – Wendy is feeling like she just received such a big gift and blessing, a right made wrong, St. Anthony came through - what a great way to start the week. Knowing it is the appreciation of the little things in life and the joy and laughter in the things gone wrong and then gone right that make our days feel good.

Creating a Vision for Yourself

Thoughts become things . . . it's true that everything we create begins with something that we have thought about. When an architect designs something, it begins in their mind and then it gets built, created, and executed. Our life is very similar – we need to create it in our mind first in order to make it in reality.



January is just one milestone, in a course of a year, where people think about creating the life they want for the next year. There are many resources to do this and you need to find the one that fits you. On a very simple level, ask yourself the following questions:

1. What are the business results I want to have achieved by December 31, 2007?
2. What do I want people saying about me this year?
3. How do I want to be known?
4. What are the game changers that are going to impact my business?
5. What are some maverick ideas that I might have dreamt about but haven't executed?
6. How can I create partnerships and relationships that are win-win's for myself and other business associates?

In order to create the life that we want and the business that we want, we need to design it first in our head. Be the architect of your dreams and your own vision. Research shows that putting it down on paper makes a tremendous difference for anyone that writes goals or intentions.

Wishing you a fabulous year!

Do You Own Your Day or Does Your Day Own You?

As a coach I get to talk to many people about the challenges that show up in their life. For many, there is a huge challenge not to see their business day, and sometimes their whole life, as a river with rapids that they just get sucked into in the morning and they don't get out until they go to bed at night. The river just takes them – there are rocks they run into. There are times the canoe turns over – but there is really a lack of control because there are so many things that we have going on in our lives.



So how do you take control of that canoe on your river of rapids?

As Stephen Covey says, "Begin with the end in mind." It's a great way to look at your day to begin with the end in mind. What are the things that you want to achieve today to have control of the day and get the results that you want and have it feel the way you want it to feel? In coaching one very self-aware client this week, she admitted how she works till 6:00, goes home, spends an hour visiting with her husband and her dog and then takes out her laptop and goes back to work but never feels complete. It's such a familiar feeling. It's hard to feel complete when we haven't set up our own expectations for our own day. Because the work will always be there and there will be so much of it. And whether it's household, personal or business tasks, there is a rare person who could look at a day and feel like all the work has been complete. So you need to set up expectations for yourself.

Begin with the end in mind . . . take 10-15 minutes in the morning to look at what are the key results that you want from this day. How do you want to feel at the end of the day? What times are you going to take for yourself? What is going to make this day personally memorable? How are you going to incorporate fun?

We all have different intentions, whether it is to create partnerships, business results or being healthy – let's begin to create it by thinking it through intentioning it and letting it happen.

Movie Review: Pursuit of Happiness starring Will Smith

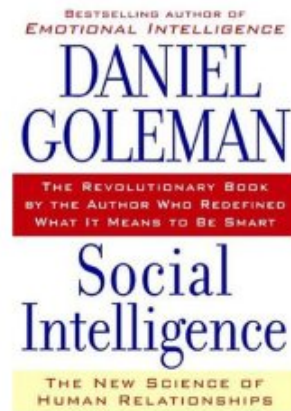
This is an inspiring movie that is not for the faint of heart. This story takes the movie audience on a roller coaster ride with a steep decline down the dark side of the American Dream. However, the ride is real and pulls no punches as Will Smith's character (based on a true story) climbs a steep hill, yet never giving up his dream for himself and his son. This is truly a love story you will not want to miss.



Book Review: Social Intelligence

by Daniel Goleman

This book engages the reader because of its common sense and science that touches so many facets of our lives. This book makes the basic case of how social intelligence is a driver of successful relationships, whether we are talking about a mother and child or a boss and her team. Simply put, we are “wired to connect” and these connections between people make a difference between success and failure. The hopeful point Daniel Goleman makes is that we as human beings can impact our genes and our lives by learning better ways to understand each other and our emotions. I would highly recommend this book for anyone interested in leadership.



[To order this book](#)

Resources for Leadership

I have been part of a leadership organization for women in the Rhode Island area that is a fabulous resource. I encourage you to check it out! -- Wendy

At **Leading Women** we inspire, power and honor the success of women leaders in organizations through powerful leadership development programming, local events, support for internal women's networks and online resources. Founded by Susan Colantuono, CEO, Leading Women is committed to serving the needs of women in organizations from career-start to C-suite. For more information, visit www.LeadingWomen.biz

Got Coaching?

If you want to begin the year on a powerful note--- Get A Coach! Corley Hanson Associates is available to help you navigate the year. Please call us to talk about possibilities: 401-490-6897

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