



Corley Hanson Associates Newsletter

Making Your Business a Team Sport!
February 2007

Greetings!

Winter is in its fourth quarter (we hope!). Special thoughts go to our colleagues in the Denver Area! BTW - check out the growth and expansion of www.associatedcontent.com. AC is headquartered in Denver - good thing they are an online business!

~From the laptop of Will Corley

February is the month where winter begins to wane for everyone, right? On a personal note, February 2nd brought the death of my Dad - a man who loved people, life and business and who truly left a big mark on all of those he touched. What so resonates is his belief that business is all about the relationships, and how you deal with people truly makes the difference. It is a lesson we all could heed.



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Planning this Years' Retreat or Offsite?

As you look ahead this year. . .taking time away from the office with your team is time well spent. Corley Hanson Associates will help you design and facilitate a meeting that is productive, memorable and helps move the team and business to the next level.

Whether you are developing strategic plans or deepening your learning about each other, we can help. Please call us at 401-490-6897 to discuss your ideas.

Differentiating: Executive Coaching, Team Building and Training

As companies determine the most efficient and effective ways to use training resources, it is important to clarify some distinctions in areas of development.

Coaching

Companies have been using coaching for years to help executives stand back and look at the strategic and tactical issues of the company and their own leadership. Coaching is about personal and leadership development. It is a relationship that helps individuals look at their own strengths and challenges, strategic and tactical planning, people management and leadership.



Team Building

Although many companies use the term "team building", it truly is business development. If a team is able to function as a high performance team with good communication, leadership, clear roles and expectations, high level of customer service – externally and internally -- they stand a much better chance of doing well in the marketplace.

These issues require teams to come together with a defined agenda to solve problems and find answers specific to that team.

Training

Training is "the acquisition of knowledge, skills, and competencies as a result of the teaching of vocational or practical skills and knowledge that relates to specific useful skills." In companies and corporations, in order to get everyone playing on the same page, there are trainings in areas such as time management, selling skills, and presentation skills. These skill sets are important in order to develop a foundation of knowledge, especially with a young workforce who has not had corporate experience.

Dividing Resources

As companies look at dividing resources, we believe that decisions need to be made by the people closest to the business. Decentralizing the resources for working with teams and providing coaching could be made on a regional or office level. Training, which needs to be done across the board, could be centralized and scaleable.

We believe that having an integrative approach of coaching and working with Teams is extremely relevant and effective. In working with individuals and teams, the best question to ask is: *"What impact will this have on our business?"*

Conductors on the Train

Hurling us fast upon these tracks

What do we do?

What roles do we play?

Do I want to play?

What is the vision now?

Conductors on this train

As the road changes and curves suddenly

Before we knew

Let's keep what is important in front of us.

Let's be honest what we see

Make sure we hold what we do best true

That we don't come to regret

Because we didn't say or do what was needed

In the time we had

Remember we are a team

That is what matters most

And let's do this the right way from the beginning

Embracing and choosing together

With vision and clarity of what it all means

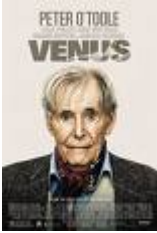
Keeping always true to each other

As conductors on this train



by *Will Corley*

Movie Review: Venus - starring Peter O'Toole and Vanessa Redgrave



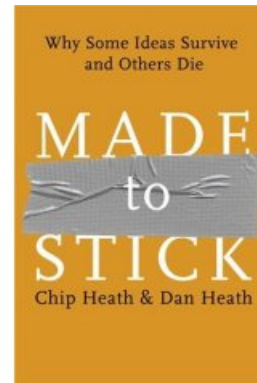
This is a very touching movie that gets real about life. The acting is excellent and it is this man's opinion that Peter O'Toole deserves an Oscar. BTW. . .that has escaped him 8 times. His raw and tender portrayal of an old man in his last days and his effect on others, include a young woman, is a lesson in life. This is a film you will long remember. It speaks to the passion not lost in old age that should speak to every one of us.

Book Review: Made to Stick

by Chip Heath & Dan Heath

This is a powerful book providing a simple and common sense approach that can be applied in business and in your personal life. If you have ideas you need to communicate, a new product you want to bring to the market, a strategy you want to implement or an important point you want to make with your children or anyone in your life, this is a book that provides six key qualities of an idea that is made to stick (SUCCESSs).

- Simplicity
- Unexpectedness
- Concreteness
- Credibility
- Emotional
- Stories



[To order this book](#)

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