



# Corley Hanson Associates Newsletter

Making Your Business a Team Sport!

August 2007

## Greetings!

There's a quote we hear a lot and we're not sure who to attribute it to:

*"People don't care how much you know until they know how much you care."*

In our experience working with business leaders-this is so true. The depth of a great leader is a direct result to how their team, organization or company perceives that they care.

As we move to September. . .let's hold the value of caring as one of great importance to both the business and individuals. We hope this newsletter inspires you.

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## [4 Ways to Boost Your Emotional Intelligence](#)

## Book Review: True North

by Bill George

*"Just as a compass points toward a magnetic field, your True North pulls you toward the purpose of your leadership. When you follow your internal compass, your leadership will be authentic; people will naturally want to associate with you. Although others may guide or influence you, your truth is derived from your life story and only you can determine what it should be."*

This is a book that provides a compass for our journey as leaders; one that is as unique as each person's life story. Bill George illustrates the leadership journey of many leaders that is quite inspiring. He speaks of those who have had tremendous impact without compromising their principles. He articulately provides the message that we are much more effective when we follow our ideals. This is a book for anyone who is or aspires to be a leader.

[To order this book](#)

Emotional intelligence and "soft" skills are musts for today's CIOs and other IT workers. From entry-level coders to those in the C-suite, few people have the luxury of a lone wolf mentality. Research shows it's your soft skills and emotional intelligence (EI) that determines everything from whether you get promoted to how happy you are at work. Luckily, with knowledge, awareness and practice, you can boost your EI.



[To read the entire article. . .](#)

### [Leaders Care by Will Corley](#)

Leaders Care

Plain and simple

Leaders connect in every way

Every day in their own way

Knowing influence and true power

is found through relationships

A reason I and you would fight for

What is right

Against what darkens the night

Leaders Care about you and me

Because if they don't neither will we

Leaders know and understand

Caring is priceless

Who some would scoff at

Saying it is a soft skill

But without caring

There is such a steep cost

We who have lived with leaders

## Quick Links...

[Corley Hanson Associates](#)

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Lacking the passion to care

Find the hill to climb exhausting

Often in vain

Caring can not be bought

Or sold or taught

Leaders care because it is here they make a difference

To the bottom line

Saving money and time

In ways you could not believe

Caring of a leader

Seeps through everything

The veins that run through us

Pumping us with trust

In such powerful ways

We can only begin to understand

What it means

To the mission of any enterprise

Where we are connected

Where we find a cause

So different then a job

Leaders who don't care

Exact such a price

Silly it is not about being nice

It is caring what matters most

The fight to thrive

About you and me

Knowing that if we don't care

We will find the graveyard where so many businesses die

Sadly protesting they did not know why

by *Will Corley*

### You Tube: The Shift

Leaders care. . .and they want to make a difference. Watch the 6 minute clip on You Tube and notice your own reactions. What do you really care about?



To view. . .

### Movie Review: Death at a Funeral

Death at a Funeral for me is a perfect end to the summer. I have not laughed so hard in a long time and it felt good. My Dad died this February and I could not help but think about how he would have laughed so hard because of the cord it struck about life. My Dad understood that even in the last moments laughter is the true gift we can all share.



This is a movie from England that over and over points out how life is full of extremes. The most important that the most important thing in life is who we touch and who touches us. It is not about being perfect but seeing how our imperfections makes this a wonderful ride.

email: [whanson@corleyhanson.com](mailto:whanson@corleyhanson.com)

phone: 401-490-6897

web: <http://www.corleyhanson.com>