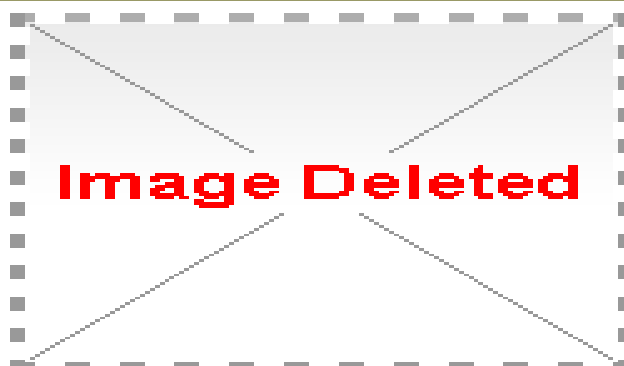


You're receiving this email because of your relationship with The Executives Profit, LLC. Please [confirm](#) your continued interest in receiving email from us.

You may [unsubscribe](#) if you no longer wish to receive our emails.



[ABOUT US](#) | [TESTIMONIALS](#) | [SERVICES](#) | [JOIN OUR TEAM](#) | [CONTACT US](#)

Dear Steve,



The beginning of the year is a good time to reflect on your business's progress

over the past year and plan how you want your business to develop. Do you want increased success in 2008 and the chance to enjoy the success you've achieved? If you are like most people you have hit the ground running without planning a clear objective for the upcoming year. However, top performing managers and business owners make the time to establish clear targets. Setting goals is not a complicated process nor does it take a lot of time. Use the SMART goal setting techniques listed below to

[About EP.](#) The Executives Profit, based in the Chicagoland area, provides individual coaching and consulting for executives on a variety of business issues. We understand that leadership does not occur through systems alone. We believe it is as essential to develop skills to foster a learning attitude, results-driven behavior, flexibility and an open mind to improve on a continual basis. In addition, we understand that business basics - the fundamentals of blocking and tackling - must be solidly in place and in top working order. At The Executives Profit, we take into consideration all aspects of running a successful business. We aid in designing a strategy to improve across a variety of disciplines - that are both measurable and sustainable.

[Rick's Tips](#)

How to Show Your Staff that You Care

- Have an open door policy
- Walk the floor often and be visible and open
- Celebrate all of the wins, no matter how small
- Pass the credit to the people who did the job
- Remember when you were a worker
- Have parties, treats when least expected
- Build spirit, team work and loyalty

help you achieve your targets. The SMART concept consists of the following five elements: Specific, Motivational, Action-oriented, Relevant to your situation and Time-bound. For example, "I will increase my sales by 15 percent compared to last year." Be as specific about your goal as possible. "I will start my own catering business within the next three months" is a lot stronger than "I want to go into business for myself." Challenging goals are motivating. If you stick with a clear-cut, written plan and review it on a weekly basis, you're well on your way to achieving your goals in 2008!

Best Regards,

Rick Mazursky

The Executives Profit, LLC
www.theexecutivesprofit.com

O: 847-317-1575

F: 847-317-1576

C: 847-274-0332



We're Hiring!

The Executives Profit is currently looking for Coaches to add to our team. Click [here](#) for details about the position and how to apply.

Book Recommendation. "*Bounce! Failure, Resiliency and the Confidence to Achieve Your Next Great Success*", by Barry Moltz (www.barrymoltz.com). Conventional business wisdom tells us that there is always something to learn from failure. Not true-sometimes it just stinks! Failure that offers no real learning value becomes a big jolt to the basic business belief system. Barry demonstrates that developing the resiliency to "bounce" through these cycles determines who ultimately will succeed. Using real life business examples, he shows that with true business confidence, we can face our fears, let go of shame and failures, use all our choices, be better risk-takers, and define our own brand of success.

Barry Moltz has founded and run small businesses with a great deal of success and failure for more than 15 years. After successfully selling his last operating business, Barry has branched out into a number of entrepreneurship-related activities. His first book, "*You Need to Be A Little Crazy: The Truth about Starting and Growing Your Business*" describes the ups and downs and emotional trials of running a business. It is in its fourth reprint and has been translated into Chinese, Russian, Korean and Thai. "*Bounce!*" is his second book.

Women in Touch. A seminar series created by women, for women. What is Women in Touch about? It's about the skills and techniques that women need to possess for success in business. The series will focus on:

- Career Development
- Career Management
- Career Re-entry

Please join is on the second Wednesday of the month from January to June at Mission Hills in Northbrook for breakfast, networking and an interactive seminar.

The first in the series is on January 8th

7:30am - 10am

THE COMMUNICATION PROCESS

"You don't know what you are missing. That's not what I meant to say. You misunderstood. You interpreted what I said incorrectly. But, you said." How many times have we heard or said those statements? The process of effectively speaking and actively listening is

something to be practiced every day. Communication reflects how we are perceived in our professional arenas, at home and in social venues.

Learn the process. Step ahead and be an innovator in the office by understanding what it means to verbally process your thoughts and how to actively register the correct messages being transmitted.

Please register online at [Women in Touch](#).

[Forward email](#)

 **SafeUnsubscribe®**

This email was sent to steve@salesresultsinc.com, by rick@theexecutivesprofit.com
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



The Executives Profit, LLC | 1121 Lake Cook Rd., Suite F | Deerfield | IL | 60015