

# CAREER HEALTH

## Listening Skills: How to Recognize & Repeat Them

By Katie Davis

You probably understand the importance of listening and communication skills in your business. After all, people must listen to each other and to your customers in order to work as a team, improve performance and processes, and conduct business successfully. But before you can coach listening skills in your work force, it's important to review the elements of effective listening.

### What Successful People Do

The overall best performers are people who are consistently able to read their audience and from that foundation, build a following. In the simplest of words, they listen. They diagnose people's inclinations and the logical content of their thoughts, needs and wants. They find out precisely what it would take to provide leadership, contribute to teamwork, offer service, solve problems, or advance opportunities, and then they act.

These are subtle but highly effective skills. Skills that we all use in our most successful moments--but that we find difficult to describe or to make use of consciously. However, there are ways to break these skills down, explain them and coach them in others. With this type of coaching people are able to use these skills more frequently and with greater success.

### Some Keys to Effective Listening:

1. When beginning a conversation with others, keep in mind that everyone is a decision maker--and a customer--for your ideas. Their decisions about wheth-

er to cooperate and how much effort to put into it influence your results!

2. Begin listening to others from a neutral, open-minded state. This allows you to really concentrate and focus on what others are saying to you.

3. Pay attention not only to the logical content of what someone is saying but also to how they say it, that is, how they feel about the subject under discussion. It turns out that how people feel about an issue or a person is a key determinant in decision-making. If you listen for emotions rather than words, you'll notice an interesting thing--you'll absorb both and understanding will be deeper.

4. Respond in such a way that you prove you are taking the other person seriously. Demonstrate respect for their point of view.

These skills are easy to describe. They are much more difficult to put into daily practice, and more difficult yet to spread throughout an organization. However, these are coachable skills that can be improved through practice and training. The challenge is to go beyond standard listening techniques, to really build genuine skill and competence at listening and communication.

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## Getting Your Family Into Fitness

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You absolutely must lead by example. Never "tell" a person what they should do, just keep living a healthy life in a tight lean body, and people will instinctively gravitate to you and learn from your examples.

The process for some "hard-headed" folks might be a bit slower, but they'll come along once they see how much more fun you're having in your new body than they could ever hope to have unless they pick up the pace and learn from your example.

So how do you do it? It's a day-to-day process and a series of repeated small steps that add up to awesome health habits. Every time you choose the vegetables over the chips, a walk over a drive, and an active game over T.V., you've just made another donation to yourself and to your family's lifetime health and fitness fund.

It's your personal ripple effect in action...

©Christopher Guerriero. All Rights Reserved. Christopher Guerriero, is the founder of the National Metabolic & Longevity Research Center and a best-selling author, speaker, and coach to millions. He is creator of the award-winning 'Maximize Your Metabolism' system. To learn more about this step-by-step program, and to sign up for FREE how-to articles and FREE teleseminars, visit: [Maximizemourmetabolism.com](http://Maximizemourmetabolism.com).



Helping people make smart choices about their money

7301 Jefferson NE  
Suite D  
Albuquerque, NM 87109

Phone (505) 345-6611  
Toll free (866) 551-6611  
Fax (505) 345-6633

[smargulin@cfiemail.com](mailto:smargulin@cfiemail.com)  
[www.trustSteven.com](http://www.trustSteven.com)

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"Go confidently in the direction of your dreams. Live the life you have imagined."

-Henry David Thoreau

# VALUES - BASED QUALITY OF LIFE™ Newsletter

Because Making Smart Choices About Your Money Impacts The Quality of Your Life

Over the years, we have found that there are elements of your life that are more important than money. These elements - Physical Health, Relationship Health, Inner Health and Career Health - cannot be delegated.

We hope that you find these articles to be of value in improving the quality of your life.

## PHYSICAL HEALTH

### Getting Your Family Into Fitness

By Christopher Guerriero

Getting and staying in shape is important for you - but your workouts may be more important for your family. The reason: your family is inexorably drawn to follow your fitness example - for good or bad. How you manage your personal fitness and nutrition has a ripple effect that spreads across your entire family.

Your "personal ripple effect" may be one of the most powerful forces shaping your family's mental and physical future. Consider the following:

We are products of our environment. We gravitate toward what we are repeatedly exposed to. It's a simple matter of repetition. The more we see, hear, use, or eat something the more it becomes ingrained in our psyche. In fact, social scientists believe environmental repetition may have an effect on gene expression and can literally change your biochemistry.

The power of suggestion is strong. The power of repeated suggestion is practically unstoppable. So if you're making poor fitness and nutrition choices at any age, it's likely your family will be making the same choices shortly.

"When Junior sees Dad parked in front of the tube and digging into a bag of chips, it's hard to resist the same lifestyle. And chunky Mom, plus chunky Dad, often equals chunky kids."

The evidence is compelling. Your example, your behavior, your habits are being absorbed by your family at warp speed. The secret is making it a blessing instead of a curse.

It's never too early or too late to start. In the research center, my staff and I see the impact that consistently exposing people to a healthy lifestyle has on individuals. As people mature, they embrace exercise as a natural, fun part of their lives.

You have the power to influence the health and fitness of every person in your family (your children, your spouse, your siblings, your parents --- and even your friends). The fitness habits you help them build will keep serving them in every area of their life. I can think of no better gift to give people than the gift of health.

But here's the secret...

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8380 Miramar Mall, Suite 200 · San Diego, CA 92121

# RELATIONSHIP HEALTH

## Passion, Adventure, Romance, Pirates and Your Relationship

By Susie & Otto Collins

Can you believe it?

We just found out that the movie "Pirates of the Caribbean: At World's End" broke the record for the highest worldwide six-day opening, with \$401 million.

As fascinated observers of our culture, we couldn't help but wonder why?

Don't get us wrong... we really enjoyed the movie but we wondered what it is that attracts millions of people to choose to pay their money and spend their time watching a movie like this.

Because we're also students of relationships and are always on the lookout for insights into how to create outstanding relationships, we couldn't help but wonder if there wasn't something we could learn about creating successful, happy relationships.

Setting aside the vast media hype that's gone on to promote this movie, we came to the conclusion that the creators of "Pirates of the Caribbean" give us what a lot of us find lacking from our relationships and lives.

While we certainly don't want to spoil the plot for you if you haven't seen the film, we do want to give you a few take-away ideas to think about and possibly apply to make your relationships more alive.

Here are some of our thoughts...

1. The clever script had humor and wit.

Most of us enjoy humor and want more of it in our lives and in our relationships. So the question becomes...How can you look at situations in a more humorous,

lighter, more loving way? How can you expand to include more humor or fun in your life?

2. The plot was filled with surprising and unexpected twists and turns.

How can you create surprises that will bring you closer to the people you love? It might be planning a special night of romance or it might be doing something very small--something out of the ordi-

***"One supreme fact which I have discovered is that it is not will-power, but fantasy-imagination that creates. Imagination creates reality."***

-Richard Wagner

nary for your loved one.

3. There was passion at every step of the way--romantic passion, passion for the sea, following a good captain, passion to right a wrong, to complete a debt.

What do you have a passion for in your life? How can you rekindle that passion if it has dimmed or even died? What step are you willing to take to create more passion in your life?

4. The characters passionately stood up for what they believed in and "stepped up" for what they wanted.

What are you committed to having in your relationships and are you willing to "step up" and do the things that will bring you closer to having it?

It sometimes just takes a small action to move you toward what you want, like making a connection with your eyes with your beloved or with a family member or friend. It sometimes takes a very small action to stir up passion in your life.

If you haven't seen the new "Pirates" movie, go see it because it's a lot of fun.

If you're like most people, you want to feel a little more passion and excitement in your life and watching this movie lets you have it vicariously by spending a couple of hours in the theater.

Our suggestion is to not just live vicariously through the characters and events of a movie (or anything else) but to really live with passion in all aspects of your life, especially your relationships.

When it comes to your relationships, we believe that if you want more than you currently have right now, you can have it.

You can create more passion, love, connection, trust, intimacy and spark in your relationships.

It all begins with you and it all begins right now.

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# INNER HEALTH

## Get Fired Up...Without Burning Out!

By Carol Grace Anderson

*"To succeed...you need to find something to hold on to, something to motivate you, something to inspire you."*

-Tony Dorsett

More than ever before, we need to get... and figure out how to stay...fired up!

There's so much change going on, it can be a challenge to keep up with it all. But take heart, big changes and challenges are happening every where. You're not alone.

Stress and burnout are often a result of feeling over-whelmed...not having enough time or energy to get everything done. When this happens, every part of your life is affected. Your health, work life, family life, and social life are challenged. That's when we become less productive for starters and can even become physically sick or depressed.

So what's the solution? Here are three easy but important tips to get you started and fired up again:

### DECIDE

The first step is to decide to have a positive, fired-up attitude through these overwhelming times. Yes, you can make that choice. Let it become a habit. Realize that challenge and change make you grow into a better, wiser, more experienced person. When we eliminate the fear of failure in our lives, we can make some powerful decisions. I met Garth Brooks when he first moved to Nashville. Even after being turned down by every record label, he stuck by his decision to hang in there no matter what. That attitude helped make him a superstar!

It's not always easy, but deciding to go for it in a positive way beats the alternative. It's a

valuable choice for all of us to make. A fired-up attitude reduces stress both on and off the job.

To make everything easier, decide to spend more time with positive people, read motivating books, listen to fired-up music, get your life balanced and lighten up! We've got to stop taking ourselves and our lives so seriously. Laugh more!

### DISCOVER

Discover all the possibilities. After we've decided to improve our lives with a great attitude, then it's time for the next step...

***"Character is the result of two things: mental attitude and the way we spend our time."***

-Elbert Hubbard

to discover all the possibilities to take us to our goal. This helps us to change effectively. Try out different options to discover what brings the very best results. Thomas Edison gave us the light bulb. But it took thousands of tries before he discovered what worked. Discover all the possibilities that work best for you.... on the job, with your family, getting healthier, improving your technical skills, prioritizing your life ..... whatever!

### DEVOTE

Devote yourself to hanging in there while you and the rest of the world keep changing and moving forward. This is where the big, valuable stuff really happens. You can take giant steps forward if you

devote your time and efforts to the important areas that need firing up. Just do a little at a time! Think like a superstar...no matter what your goals are. It may seem tempting and easy to quit, to lower our expectations, to lose our dreams. But if nothing changes, then nothing changes! Yep. To get different results, we HAVE to do something different. NOW is the time. And don't ever give up. We need you.

Throwing in the towel just leads to a bigger pile of laundry!

Remember the 3 D's: Decide, Discover, and Devote. That's really all there is to getting fired up.

I wish you the best on your changing pathway. You really can get and keep fired up!

*"The only lifelong, reliable motivations are those that come from within, and one of the strongest of those is the joy and pride that grow from knowing that you've just done something as well as you can do it."*

-Lloyd Dobens

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