

LifeMapSM



"LifeMap is a navigational tool to help you on your path towards personal and professional success. Our belief is that you can achieve a more rewarding career, a more productive organization and a more enjoyable and abundant life."

January 9, 2007

This Week's Message:

**Build Your Own
Dashboard.**

Paths Forward

Resources

**Have Dr. Paul speak
at your next meeting
or conference.**

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Build Your Own Dashboard.

Welcome to a new year of LifeMap, your bi-weekly dose of practical optimism and guide to a more successful, enjoyable and abundant life. Some years I make a New Year's resolution, some years I don't. I've succeeded with some and failed with others. My thinking this year is that there's already enough stress and demand on us at this time of year so if it's something fun you're considering I suggest,

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"Go for it". Otherwise why not just be open to making constructive changes any time during the year when an opportunity arises and you can find the support to help make it happen.

I recently spoke at a national conference of sales people and my topic was a bit different from some of the other typical "rah-rah" presentations. Rather than focus on external feedback (the traditional measure of sales success) I challenged these folks to look inside and determine for themselves how *they* defined success *beyond* landing the next big deal or beating the new sales quota. This leads to developing the mindset and traits of what I call the genuine salesperson. The genuine salesperson succeeds because he or she overcomes traditional sales training that drills them on the features of the product or service, the price or quota, and how to "close" the deal (where the focus is on the self). Instead I have suggested the salesperson identify and develop their own natural helping skills so that they can assist a potential customer in achieving *the customer's goals* (where the focus is now on others). Salespeople who master this approach are usually super successful because they develop a satisfied (and growing) referral base of customers and have a much more relaxed style that is more closely in synch with the comfort level of today's buyers. The same buyers who, more commonly have been made uncomfortable with, defensive and resistant by traditional sales techniques.

After my presentation, as is typical, I spent some time at the podium chatting with attendees and answering questions. A comment made by one man has been on my mind since he made it. He said, "Paul, I know you're right but once I get into it (his presentation) it's hard for me to remember to back off and give the customer space - to think, to absorb information at his own pace, to generate questions and maybe even objections. I wish I had a big, easy to read, mental "back off" gauge like the gas or temperature gauge on the dashboard of my car to remind me of what is important -and not just follow my ingrained habits." Wow!! What an idea. The more I thought about it, the more I liked it so I expanded the concept way beyond the sales function. What follows are five gauges that I designed for your own internal dashboard to help you better manage your path towards personal and professional success.

Paths Forward

The Gratefulness Gauge. To whom do you typically compare yourself – to someone with more money, to someone who you think has a better job, someone who just lost her home in a fire or a refugee fleeing his home because of ethnic cleansing? It is human nature to focus on what we don't have and compare ourselves to others who we perceive as having more than us. But a key to enjoyment and satisfaction is feeling thankful for what we *do* have. Reflecting on positive life events, appreciating incremental progress towards goals, remembering how far you've already come and thanking those who have supported you along the way will help keep your gratefulness gauge on "full".

The Courage Gauge. When this gauge is low it shows fear and anxiety which are twin roadblocks to improved performance in any area. To move this gauge upward you must act: taking one solitary step forward, then another, then another. As this gauge moves higher we hear thoughts such as "I'll give it my best", "The show must go on", "I'm getting better all the time", and when full, "I may be a bit afraid or anxious but I won't let that stop me."

The Emotional Temperature Gauge. We've all seen folks whose emotional temperature gauge is running hot and this is often driven by anger. Anger, regardless of whether it is fueled by righteous outrage or an imagined slight clouds our judgment, decreases the effectiveness of our communications and distracts us from our real goals. There are two keys to getting this gauge down into the cool range. The first is hard and the second is harder; they are forgive and forget. It helps to try to be less judgmental. It also helps to make more of an effort to understand where the other person is coming from. An often-overlooked secret about forgiving is that it benefits you more than the other person by liberating you from the negative. The "forget" part is much harder and, I expect, a gift of grace from the Divine.

The Horizon Gauge. If you've ever glanced into the cockpit of an airplane you may have actually seen one of these gauges. Ours is a little different because when it is pointing down it is indicating doubt and uncertainty. Moving upward it goes first to the possible then to the imagined and finally points to one's big dreams. This gauge tends to fluctuate when it hits a bit of turbulence but can be brought right back on course by accepting adversity and learning from one's mistakes. When aiming for the horizon we will all encounter bumps but what truly counts is our overall

progress toward our dreams.

The Enjoyment Gauge. There are many reasons why this gauge may be on low. It could be stress, overwork, or anxiety but the one I hear most about is guilt. Guilt can spring from many sources that make it as slippery as an eel to deal with. It interferes with our seeking of pleasure and often prevents us from enjoying the success we've already worked so hard to achieve. If your enjoyment gauge is seems permanently stuck on low you may need some professional counseling help to get it moving again. There is much joy to be had by moving your enjoyment gauge towards full; it doesn't have to involve major damage to your credit cards but it does require a commitment to change. Here are 5 ideas.

- Practice making eye contact with and smiling at others.
- Find more things to laugh about and share them with others.
- Be enthusiastic, not lukewarm.
- Greet people as if you are really pleased to see them – and it will become so.
- Do something every day, even something small or private, of which you can be really proud.

LifeMap is about generating creative ways to develop and maintain a positive mental attitude– like an internal dashboard with emotional gauges – to help you monitor and manage the predictable ups and downs you encounter on your own unique path towards personal and professional success.

Resources

Someone you know job hunting or thinking about it?

To order the best, concise, all-round job changing guide available. "Winning Job Interviews: Reduce Interview Anxiety, Outprepare the Other Candidates, Land the Job You Love" by Dr. Paul Powers, click the link below.

Stalled at work? Still struggling to find your true vocation?

Or know someone who is? To order your copy of "Love Your Job! Loving the Job You Have, Finding a Job You Love" by Dr Paul Powers, click the link below.

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