

Business Energizers eNewsletter—March 2016



Greetings!

I hope all is going well with you and your organization.

In this newsletter, I have included some valuable tools to help you continue focusing your attention on your intentions.

Join me at the SCORE Small Business Symposium for this free workshop and also hear other great speakers...

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## Hiring and Training a High-Performance Team

**Tuesday, March 15, 2016  
9:45 am - 10:35 am**

**Free 2016 SCORE  
Small Business Symposium**

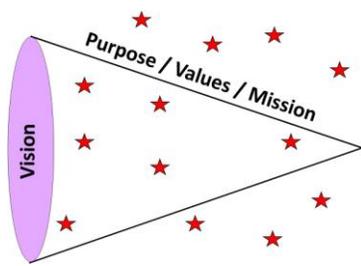
JW Marriott Camelback Inn Resort & Spa  
5402 E. Lincoln Dr., Scottsdale, AZ

Register at [www.scorephoenix.org](http://www.scorephoenix.org)

- **How to attract and select the right and perfect people for your team**
- **How to build a synergistic team that strives to deliver exemplary service**

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The Expansive Power of Vision



For 2016, aspire to reach new heights with a clear picture of what you are striving to achieve as an organization.

"When you create a clear vision, it expands the collective thinking of your organization to encompass greater possibility and influence. A lofty vision is energizing. It excites everyone involved. It generates hope for the future."

In the last newsletter, we explored the power of purpose, values, and mission. In this article we will "tackle" (a little Superbowl residue...what a game ...congrats Broncos!) vision, the other element that together forms the "Cone of Influence" of your organization. These elements define the depth and breadth of what is important to your organization. The more lofty your vision, the wider your Cone of Influence.

The stars represent potential opportunities to expend or invest resources. Any stars outside the Cone of Influence represent those you should not include in your planning. They are not in alignment with the direction and focus of your organization. Those stars within the Cone of Influence represent opportunities that you could develop or undertake, depending on available resources. These are opportunities in alignment with what is important to your organization.

What do you see as your organization's most desirable future state—with everything in perfect working order?

[\(Click here to read more\)](#)

What do Great Leaders Care About?



Great leaders care as much about the growth of their people as they do about the bottom-line—those leaders constantly strive to build high-performing teams while also encouraging individual fulfillment.

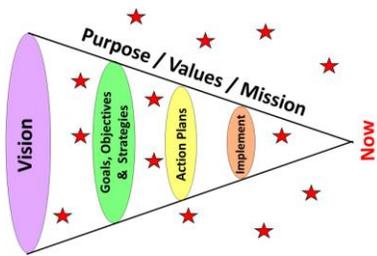
Paraphrasing from Jim Collins and Jerry Porras, in their bestselling business book *Built to Last*, in great organizations everyone knows exactly what needs to be done and when to do it. Like gears in a precision-made clock, everyone's part synchronizes perfectly with everyone else's. If someone is absent or having a bad day, like clockwork someone else steps up without missing a beat—without excuses, without ego.

It's easy to see what greatness looks like in the sports and entertainment industries, since they are so visible and are studied relentlessly under a microscope. We saw it with Brian Epstein and The Beatles 50 years ago. We saw it in 2016's Super Bowl upset with John Elway, Payton Manning, and the Denver Broncos. We saw it with Dayton Moore and the 2015 Kansas City Royals. More than see it, we feel it!

Here are 5 essential focal points of great leaders in great organizations:

[\(Click here to read more\)](#)

Focus Your Energy on What Matters Most



"Passion is energy. Feel the power that comes from focusing on what excites you."

~Oprah Winfrey

With a vast number of opportunities to consider for your organization, how do you choose the ones that are most likely to bring you success? You need a reliable method for determining which opportunities to focus on. Here's how to make decision-making easier: Focus your attention on your intention. This article expands upon the dialogue we began in my previous article, *The Expansive Power of Vision*.

Given that so many interests and choices always compete for your precious resources, how do you decide which are most important to you and your organization?

In my years of professional facilitation and personal experience, I have come to believe in the value and power of a universal principle that has helped me and my clients to make effective, timely decisions—when to say "yes" to an opportunity and when to say "no".

[\(Click here to read more\)](#)

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Much success and fulfillment,

Ray

(Adapted from Chapters 5, 7, and Appendix B of *Energize Your Business: Engage Your Employees with an Inspiring Strategic Planning Process* by Ray Madaghiele. Learn more or purchase at www.EnergizeYourBusiness.biz .)

P.S. ~ Have you downloaded the FREE companion Strategic Planning Guidebook yet?

If not, go to www.EnergizeYourBusiness.biz now!

It is designed to help you get the most out of the book's valuable tools and tips so you can apply them to your own organization.

Also, download your free Circle of Success Assessment Guide at www.EnergizeYourBusiness.biz.

Please contact me at ray@businessenergizers.net or 480-495-7152 if you would like to explore how my facilitation, speaking, training, and leadership coaching services can help you and your organization reach the next level of success.

Please feel free to share this Newsletter with your family, friends and associates.



Ray Madaghiele, Chief Inspiration Officer
Business Energizers

Get Clear ~ Get Organized ~ Get Going ~ Get Results

480-495-7152

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