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## Aspire Consulting, Ltd.

*Aspire... Higher*



### ***Inside This Issue... August 2011***

- *Tip of The Month*
- Aspire: Alphabetically Speaking
- Three Steps to Improving Decision Making
- Food For Thought

### ***Aspire: Alphabetically Speaking (R)***

Resolute: according to dictionary.com is to be firmly resolved or determined; set in purpose or opinion.

Aspire Consulting works with businesses and organizations to create a vision of where they want to go in the future and then helps them develop the goals and specific action steps to achieve that vision. That plan and a resolute attitude drives sustainable results and success.

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### ***Tip of the Month***

#### **Procrastination - The Demise of Many Plans**

Some of us justify procrastinating by saying, "I work best under pressure", or "I'll do it when I have more time". These are commonly heard rationalizations. However, putting things off takes an enormous toll. Some common outcomes of procrastination are:

- Continuous frustration
- Boredom
- Unfulfilled life
- Unattained goals
- Limited success
- Guilt
- Fatigue
- Failure

Instead, use some of these ideas to help create momentum to overcome procrastination:

- Ask yourself periodically, "What is the best use of my time right now?"
- Apply these strategies on a regular basis:
  1. Break tasks into small steps
  2. Make a schedule, and be realistic



### **Aspire Consulting, Ltd.**

*Wouldn't it be great to work with a company that listened to you, understood your pain and implemented solutions that not only solved those things that keep you up at night now, but give you and your team the ability to continue your success?*

Our customers develop a clear vision for where they want to take their business and know how they are going to get there. Their employees develop and apply the attitudes, skills and knowledge needed to accomplish the plan.

The benefits to our customers include:

- Increased Internal and External Customer Loyalty
- Improved Profits
- Improved Productivity
- Improved Performance and Quality of the Services they Deliver

The Aspire Advantage:

- We are deeply rooted in our communities and are here to stay
- Once a customer always a partner for long term success
- We are part of a group of senior executives that give us access to the best in research, industry experts, tools and technical support

3. Do your unpleasant tasks first, and then reward yourself with those you like to do
4. Do something just to get started
5. Make a commitment to someone

### [More Info on Time Strategies](#)

## Three Steps to Improving Decision Making



A recent article in the Harvard Business Review outlined the hazards inherent in our biases creeping into our everyday decisions. The authors emphasize that we can't see our own biases, so we can't account for them.

We know that results are based on our natural talents, (what we are good at), our motivators (those things that drive us to use or not use our natural talents), and our behaviors (how we implement decisions in a given environment). Because our biases color everything we take in from the environment, it can be difficult to see other alternatives.

What can you do?

1. Self-awareness is a good first step. Know what your strengths and motivators are, and look for clues in the environment.
2. When you are working in areas of your strengths, follow your instincts with regard to decision making and when you are not, slow down and think things through a bit more.
3. Ask others for input, especially if you are working outside your strengths. Evaluate your results. If you are not getting results that work for you, your organization and your family, something needs to change.

Overcoming our biases in decision making and motivation can be difficult; however implementing the three step process can improve your results.

### [More Info on Personal Assessment](#)

## In their own words...

"There is nothing deep down inside us except what we have put there ourselves." ~ Richard Rorty

"People buy for their reasons - not yours!" ~ Manfred Gollent

"The more man meditates upon good thoughts; the better will be his world and the world at large." ~ Confucius

We always start with a no cost consultation. To find out about how the Aspire Advantage can help you, [lets talk](#).

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## *Food For Thought*

### Never Give Up

At the age of seven, a young boy and his family were forced out of their home. The boy had to work to support his family. At the age of nine, his mother passed away. When he grew up, the young man was keen to go to law school, but had no education. At 22, he lost his job as a store clerk. At 23, he ran for state legislature and lost. The same year, he went into business. It failed, leaving him with a debt that took him 17 years to repay. At 27, he had a nervous breakdown. Two years later, he tried for the post of speaker in his state legislature. He lost. At 31, he was defeated in his attempt to become an elector. By 35, he had been defeated twice while running for Congress. Finally, he did manage to secure a brief term in Congress, but at 39 he lost his re-election bid. At 41, his four-year-old son died. At 42, he was rejected as a prospective land officer. At 45, he ran for the Senate and lost. Two years later, he lost the vice presidential nomination. At 49, he ran for Senate and lost again. At 51, he was elected the President of the United States of America.

The man in question: Abraham Lincoln

### [More Info on Leadership Development](#)

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