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Aspire Consulting, Ltd.

Aspire... Higher



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Aspire: Alphabetically Speaking (P)

Prosperous: according to dictionary.com is having or characterized by financial success or good fortune; flourishing; successful: a prosperous business.

Aspire Consulting partners with businesses and organizations to identify those things that are important to them that will lead to prosperity as they define it. We continue to be amazed at the various personal and corporate definitions of success and prosperity. What are yours and how close are you to them? [More Info about Aspire Consulting](#)

Tip of the Month

The Formula for Success

ASK + Goals = PBC = IR

We all want improved results (IR), be it in our work or home life, with our partners or colleagues. Most of us acknowledge that in order to improve something from its current state, we must do something different, we must change. In this case, we must make behavioral change (BC), and specifically positive behavioral change (PBC). However, behavioral change is difficult, and most likely to be accomplished through focused attention and goal setting.(Goals). The foundation for success is having the right attitudes (A), skills (S) and Knowledge.

Taken together, we know that attitudes, skills, and knowledge, combined with goal setting and implementation, can lead to a positive behavioral change and different and improved results.

[More Info on Leadership](#)

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

Sustainability a Strategic Advantage



Sustainability is recognized as the next megatrend. While some larger organizations such as GE, Hitachi, Wal-Mart and Kaiser Permanente have integrated sustainability into their strategic plan and actions, fewer small and mid-sized companies have done so. There is an opportunity for someone to step up and take the lead. The term sustainability was first introduced in 1987 in the United Nations World Commission on Environment and Development report "Our Common Future". The report said: "Humanity has the ability to make development sustainable to ensure that it meets the needs of the present without compromising the ability of future generations to meet their own needs." And "sustainable development is not a fixed state of harmony, but rather a process of change in which the exploitation of resources, the direction of investments, the orientation of technological development, and institutional change are made consistent with future as well as present needs".

An alternative is to consider sustainability as "the alignment of and the efficient and effective use of all resources towards a strategic goal". When people, process and planet are considered individually for an organization, problems arise. A focus on people alone often results in a blind eye to the overall strategy. We typically see a problem-focused reactive organization, rather than a proactive innovative organization.

When processes are considered alone, the result is a strengthening of a silo mentality, with redundant work in different departments or divisions. We see planet, or the environment in organizations that have mandates to do so. The regulatory mindset results in sustainability efforts being regarded as a cost, rather than a strategy. In the alignment of people and planet, engagement occurs; between people and process that innovation occurs, and between planet and process that alignment and systems thinking occurs. When people, process, and planet are all aligned, the result is greater profit and sustainability for organizations.

[Visit The Institute for Sustainability](#)

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

Changing Landscapes By Seeing With New Eyes

A Story- One day a very wealthy father took his son on a trip to the country for the sole purpose of showing his son how it was to be poor. They spent a few days and nights on the farm of what would be considered a very poor family. Upon return from their trip, the father asked his son how he liked the trip. "It was great, Dad," the son replied. "Did you see how poor people can be?" the father asked. "Oh, yeah," said the son. "So what did you learn from the trip?" continued the father. The son answered, "I saw that we have one dog and they had four. We have a pool that reaches to the middle of our garden and they have a creek that has no end. We have imported lanterns in our garden and they have the stars at night. Our patio reaches to the front yard and they have the whole horizon. We have a small piece of land to live on and they have fields that go beyond our sight. We buy our food, but they have all the food they need right in their own fields. We have walls around our property to protect us, they have friends to protect them." The boy's father was speechless. Then the son added this last remark; "It showed me how poor we are." The young boy demonstrated that his focus created a new perspective and allowed him to see with "new eyes." Companies can also see with "new eyes" by exchanging old terms for new ones.

- New Eyes versus Old Eyes
- Team Members versus Employees
- Coaches versus Managers
- Well Days versus Sick Days
- Center for Team Development versus Human Resources

In their own words...

"Imagination is more important than knowledge. Knowledge is limited. Imagination encircles the world." ~ Albert Einstein

"The art of being wise is knowing what to overlook." ~ William James

"The safest principle through life, instead of reforming others, is to set about perfecting yourself." ~ B. R. Haydo

- Assistant Buyer versus Salesperson

Imagine the possibilities! Seeing with new eyes allows fresh and different thinking for individuals and teams. The new vision expands and sharpens the focus which provides opportunity and clarity for future business.

[More Info on Leadership Development](#)

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