

Aspire Consulting, Ltd.

Aspire... Higher



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ASPIRE

Discover potential. Get results.

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Aspire: Alphabetically Speaking

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Necessity: according to dictionary.com; the quality or state of being necessary, unavoidable, or absolutely requisite, Research tells us that truly engaged employees must have the necessary skills and tools to do their job.

Aspire Consulting uses proven processes that help employees develop the attitudes, skills and knowledge necessary to be engaged and to achieve sustained individual and organizational success.

Tip of the Month

Leaders

Here are some traits that will be evident in today's business and community leaders:

- They have a clear vision
- They create meaningful goal-directed work linked to that vision
- They support change that supports the meaningful work and goals
- They build relationships within and outside of their organization at all levels
- They insist that those they work with focus on managing transitions efficiently and effectively
- And they help others discover their potential and ultimately get results

Aspire Consulting, Ltd.

- combines passion, purpose and performance to achieve results driven solutions for our customers. We partner with businesses and organizations to stimulate individual, team, and organizational development.

Our highly effective solutions lead to dramatic and measurable improvements in several key areas for our customers including the ability to:

- Lead and Manage
- Grow and Innovate
- Capture and Retain Loyal Customers
- Fuel Financial Growth

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

We look forward to the opportunity to talk with you about how we can partner with you and your company.

[More Info on Executive Leadership](#)

What is Personal Leadership?

We suggest that it consists of the following:

- Understanding who you are and what gives your life value and meaning.
- Authentic self-expression that adds value through relationships.
- Establishing your life's purpose and pursuing it with confidence, skill, commitment and resiliency.
- Knowing where you are going and how you plan to get there.
- Everyone has the ability to develop leadership characteristics and skills.



Personal leadership is necessary for true success. Leadership and success go hand in hand. We use this definition of success:

Success is the continual achievement of your own predetermined goals.

We all have the option to lead ourselves to success.

Why do so few people develop their capabilities and potential for success? One reason is that they "wait for the right opportunity". Followers wait for the right opportunity as a reason to act. Leaders create opportunities to act for right reasons.

Opportunity - Leaders recognize a specific place, time or issue in which to make a difference. The timing is right because they have the courage to take action now on the things that are important to them. They know what is important before the opportunity arises because they know what they value most.

Desire - Desire begins with the belief in possibilities and that the risk of creating something better outweighs the benefit of accepting current circumstances. Leaders want to act at critical opportunities because their passion for what they desire most drives.

Ability - Leaders recognize they have the gifts to do something about the opportunity at hand. This involves competence in various things, sometimes the ability to take direct action, sometimes the ability to influence others to act, sometimes the ability to learn something new. Ability is not just about skills and knowledge, however. With leaders, it also involves attitudes, habits and the ability to set and achieve goals.

So think about these things:

Have you established your life's purpose?

How do you describe your purpose?

Where are you now as a leader?

Where are you going?

What opportunities are before you today to act like the leader you have the potential to be?

Is now the right time to lead yourself to higher levels of success?

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Food For Thought

Companies Do NOT Succeed or Fail - Their People Do

Managers and supervisors are the connection and bridge between daily actions of your workforce and the success of your business.

Still, we see a large gap between corporate strategy, growth, and profitability and the daily work performed on the front lines. Front-line employees are creating points of connection with your customers many times each day, and sometimes struggle to control the interactions and keep them positive.

Unfortunately, we may then hear them complain about their supervisors and a lack of support. In response, company vision, values and goals are hung on the walls, HR beefs up training and everyone hopes for the best. Yet the gap remains. Why?

Successful companies recognize the need to develop a culture in which everyone focuses on creating value for customers so that you can turn them into loyal and devoted customers. Supervisors are the key to enabling front-line workers to excel in identifying inefficient processes, making improvements in

[More Info on Leadership](#)

In their own words...

"Fairy tales are more than true - not because they tell us dragons exist, but because they tell us dragons can be beaten."

- G. K. Chesterton, writer

"A year from now you will wish you had started today."

- Karen Lamb

"If you are enthusiastic about the things you are working on, people will ask you to do exciting things."

- James Woolsey

Aspire Website Relaunch!

Aspire Consulting, Ltd. is pleased to announce the launch of their newly redesigned website www.AspireAdvantage.com. The new design is intended to provide additional information about the services Aspire provides, a new and expanded resource library, and improve the ease of navigation. Visit our site and watch and listen to [our virtual tour](#).

performance, maximizing production and service, and most importantly connecting to your customers. Nothing has a more direct impact on employee success - and the loyalty of customers - than leaders and the culture they create. Imagine the success your company would have if your employees understood the connection between individual performance, company success and job security.

Imagine if employees' discretionary actions were consistently aligned with company goals and imagine if each employee improved his or her ability to discern the customer-centered value of each decision, action or behavior he or she takes on a daily basis.

Imagine if you could translate company interests into goals, attitudes, behaviors and habits of employees. Supporting supervisors and team leaders so that they understand the key role they play and developing the attitudes, skills, and knowledge they need to do their best will make this image come true for you.

[More Info on Team Leadership](#)

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