



# Corsini's Point of the Week™

June 30, 2008



## We Interrupt This Program...

We intend to continue our series on success during challenging times, but we're interrupting our discussion to focus for a bit on the 7 F's of True Success. Those of you who have been readers for a while know that our coaching philosophy is a whole-person approach to life. A life of true success means fulfillment in and out of the office.

Many of you will be taking a week (or, at a minimum, a long weekend) for the July 4th holiday to relax and enjoy family. So we thought now would be a good time to focus your attention on the 7 F's of True Success: the Fundamentals of work, Finances (and building your financial legacy), Family (and friends), Faith, Fitness (emotional and physical), Fun and the Fusion (or balance) of all these.

Also, mid-year is a great time to take stock. So as you are barbecuing or boating or any of the hundreds of other fun things you can do with family and friends, take a moment and reflect on your relationships and your life in general.

About half of this year is now past us. How are you doing? Are you succeeding in each of the aforementioned areas of your life? Seriously, how are you doing both professionally and personally? If one aspect of your life needs work, make note of it, and then make plans to change some things. Give yourself a pat on the back for those areas where you are successful.

Life is meant to be good. It's meant to be joyful. Of course, it's not always easy, but generally those things that are really worthwhile are worth some extra effort. Here's something else I've realized: Many of the things that I worry about this year, this month or even today, I won't be able to recall this time next year. They just won't matter. But, I'll bet you have a chance in the upcoming weekend to make some memories that will last a lifetime. So during your holiday time off, let those you love know how much you appreciate them. Give 'em a hug, and have some fun.

After you play, if you'd like to work on this idea further, we are offering a summer special for new clients to help people

### QUOTE OF THE WEEK

*"Life is like a mirror,  
we get the best  
results when  
we smile at it."*

— Unknown

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understand how to find that successful balance between work and life outside the office; right now, get two coaching sessions for the price of one. Email Briana Dudley at [briana@corsini.com](mailto:briana@corsini.com) for more information.

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## CORSINI'S POINT

This 4th of July holiday is a great time to reflect on 2008 and examine your life. My wife asks me every day, "How's it going?" Ask yourself this question, and be authentic with your answer. The older I get, the more precious I find life to be. And simple, everyday kindnesses, like my wife's thoughtful inquiry about my day, mean so much. Figure out what matters to you, and cherish and nurture it. Your life is what you make of it—spend your time, talents and treasures wisely.

Speaking of using your time and talents in a good way, remember, we have our conferences for executives and salespeople coming up at the end of this summer. Both half-day events are designed to help you overachieve in today's challenging business climate. Also, our newest book, *Do What You Do Better for Salespeople*, will be released in August.

## Do What You Do Better™ with CCG Seminars

The Executive Briefing: Booming Business During Uncertain Times is designed for leaders who are looking for sustainable success during today's tough markets. This half-day seminar from CCG will be held in August and will feature an outside speaker. Contact Briana Dudley at [briana@corsini.com](mailto:briana@corsini.com) for more information.

Next, CCG will offer a seminar just for salespeople: Making It Rain During Uncertain Times. Also a half-day format, this workshop will help salespeople recognize their true talents—the sweet spot that will help them succeed during trying times.