



Corsini's Point of the Week™

September 2, 2008



How Ya Doin'?

After a month off, we're back to our weekly POTW e-newsletters. We hope all of you had a great summer and are looking forward to a fantastic fall. After all, football season has started, the kids are back in school, it soon will be sweater weather (really), and it's time for each of us to renew our focus on work.

Seasons turn, routines return, that's the way it goes. Speaking of routines, I've noticed that many of us follow a surprisingly standard procedure when we see people we know. It's almost a ritual how we greet acquaintances at a business meeting, at church, at the grocery store, etc. It goes like this:

"Hey. How ya doin'?"
"Fine, How're you doin'?"
"Good. Good to see you."
"Good to see you, too."

It's pretty predictable. Nobody ever gave any of us a script, but it's almost automatic. It's just what we do. But when we meet someone who strays even the least little bit from the "script," it can throw us off.

That's not necessarily a bad thing.

So today I ask you, "How ya doin'?" And then I follow that up with: "No really—how are you doing?"

Many of us are fortunate enough to have a person or persons who will ask that question and really want to know the answer. These are people who seem to almost be able to look inside our heads; perhaps, more precisely, they are able to peer inside our hearts to see what's really happening in our lives. They truly care how things are going.

I had a Catholic Salesian Brother who was that person for me. He passed away this year at the age of 85. It never failed: He could ask me that question and instantly get to the heart of the matter. And then, with either tears of laughter or of sorrow, I would share with him what really was going on in my life.

QUOTE OF THE WEEK

"Look at a day when you are supremely satisfied at the end. It's not a day when you lounge around doing nothing; it's when you had everything to do, and you've done it."
— Margaret Thatcher

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Many of you know that we take a whole-life approach to our business coaching at CCG. We focus on seven crucial areas of your life—the Fundamentals of work, Finances (and creating your financial legacy), Family (and friends), Faith, Fitness (emotional and physical), Fun and the Fusion of these various things. Over the next few weeks, we're going to use these 7 F's of True Success to help you authentically and positively answer the question, "Really, how are you doin'?"

So before we're in the thick of fall with family gatherings, football games and such, take a moment or two to reflect on your life in and out of the office. Think about each of the 7 F's, and figure out exactly how you're doing.

Next week, we'll focus on the Fundamentals of work and give you some things to think about in that particular area of your life. Then, in the coming weeks, we'll address the other F's and explore each in depth. We'll be on a journey together, but you'll be the one leading. Let this be about you ... about how you're doing. This is how you Do What You Do Better.

CORSINI'S POINT

Before you fall into your fall routine, take a moment to shake off summer; assess where you are in your life; and come up with an authentic answer to the question, "How ya doin'?" Use The 7 F's of True Success concepts to guide you through each important area of your life. If you'd like more details on CCG's whole-life coaching model, go to www.corsini.com and click on the Resources tab to order our book Do What You Do Better With the 7 F's of True Success. You'll see that we have a second book available, too. We're taking pre-orders for Do What You Do Better for Salespeople, and it will be published within days.

Do What You Do Better™ with CCG Seminars

CCG has put together a seminar especially for salespeople. Making It Rain During a Down (and Dry) Economy is set for Wednesday, September 10. This specialized, half-day conference is designed to help motivated salespeople achieve—and overachieve—in today's challenging business climate. Attendees will explore Corsini's proven Best Bets™ Model; hear from guest speaker Alan Pizzitola, president of Business Interiors, Inc.; and enjoy informative presentations and group exercises. Participants will get Marc's 7 F's of True Success book, a sales behavioral assessment and a conference-specific workbook.

The sales conference is \$199 for new clients and \$99 for existing CCG clients.

Contact Briana Dudley at briana@corsini.com for more information, or go to www.corsini.com and click on the Events tab at the top of the homepage to see the conference agenda and conveniently register online.

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