



# Corsini's Point of the Week™

September 8, 2008



## So, How's Work Goin'?

Last week I asked you, “How ya doin’?” More to the point, I asked you, “Really, how are you doing?” My goal was to get you thinking about where you stand in life—both professionally and personally.

I reminded you that our whole-life approach to coaching offers a guide to keep you where you need to be to achieve and enjoy a successful, fulfilling life. Our focus on The 7 F's of True Success attends to life in and out of the office when we consider the Fundamentals of work, Finances (and creating your financial legacy), Family (and friends), Faith, Fitness (emotional and physical), Fun and the Fusion of these things.

Finally, I told you we would be on a journey of discovery together—with these elements as our stopping points and you as the leader.

Let's go to work.

I ask you today: “How's work goin' for you?” Really. Do you like it? Is it fun? Does it fill you up, or does it leave you empty?

This full or empty idea comes from a book by Tom Rath and Donald Clifton. *How Full Is Your Bucket? Positive Strategies for Work and Life* uses a “dipper and bucket” metaphor. The authors say that a positive approach to the most basic and ordinary daily interactions can dramatically impact our lives.

The authors suggest that we all have a “bucket” within us that needs to be filled with positive experiences. When we behave in a negative way toward others, we use a “dipper” to remove from their buckets and diminish their positive outlook and their success. When we treat others with decency and respect, we not only fill their buckets but also we fill ours as well. This principle applies to various areas of life including business, marriage, parenting and other personal relationships.

### QUOTE OF THE WEEK

*“People who like their work get to play all their life.”*  
— Margaret Hawkins

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So I ask you to think of your life as a bucket. You want to fill it with rewarding experiences, positive energy, achievement and success. You want to keep the bucket from leaking, and you don't want others dipping into it without helping replenish it. At the same time, you don't want to selfishly dip into someone else's bucket either.

Now take this idea to work. The people you work with and the experiences you have each and every day at work either fill up your bucket or drain it. Positive experiences keep your bucket full, negative ones cause leaks, and some people take without ever giving back.

So using this "bucket and dipper" metaphor, is your work filling you up, or are you struggling to keep your bucket full? Ask yourself these questions:

- Do you look forward to going to work on Monday morning?
- At the end of most days, do you feel a sense of accomplishment? (We know you might be tired from the day, but do you feel your effort was worthwhile?)
- Would you recommend your field of work, your company or even your job to a family member graduating from college?
- Do you enjoy your interactions with colleagues, clients, suppliers, etc.?
- Do they enjoy doing business with you?
- If you inherited \$10 million tomorrow, would you stay in your line of work?

Now answer the big question: "How's work goin'?"

## CORSINI'S POINT

Do you like what you do? Does your work fill up your bucket? Do the people you interact with daily help keep your bucket full, or are they dipping in without giving back? Our first book, *Do What You Do Better With the 7 F's of True Success*, emphasized the idea that you gotta love what you do. Why? Because you have to do so much of it! If you're not happy at work, your dissatisfaction will impact so many other areas of your life. If you're unhappy and unfulfilled, take steps now to change your situation. Do it today. It's up to you.

## Do What You Do Better™ with CCG Books

Marc Corsini's newest publication, *Do What You Do Better for Salespeople*, is a hands-on, how-to book to help salespeople in all levels of the business—seasoned or yet untested—focus on their Fundamentals of Selling. And since there's more to life than work, the book offers a balanced approach with focused attention on The 7 F's of True Success. *Do What You Do Better for Salespeople* is a thorough, workable guide to an enriched and successful life—in and out of the office.

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