



Embrace the fear . . .  
and **Just Jump!** out of your  
comfort zone and into your  
infinite potential!

## The Best Gift You Will Ever Give

By Johnna Johnson

With the holidays in full swing, I thought it was fitting to share with you the best gift you will ever give anyone on your list. This gift is priceless and in fact even fits every single budget! I guarantee it will not be re-gifted, returned or rejected. This golden gift is: a sincere, character-driven compliment.

We all love compliments! From “nice shirt” to “beautiful eyes” let’s face it: Compliments make us feel better about ourselves! But I want to share with you a way to compliment people that will mean so much more. It’s called a “Character-Driven Compliment”.

When you compliment someone’s shirt, that’s nice. It shows you like their taste or admire the fit, color, feel etc. but it has absolutely nothing to do with that human being. When you compliment a genetic trait someone possesses, that’s usually means a bit more to the person as they will have their eye color, height, hands, smile etc. with them forever! But when you go even deeper and take the time to notice the strengths, values, ethics or character traits that a person exhibits, you have made a lasting impression they won’t soon, if ever, forget!

Here are a few examples:

- “Sue, you’ve exhibited so much **patience and compassion** with our new employees and their specific needs. Thank you.”
- “Thank you John for your **commitment and drive** to getting this project done ahead of time. It made a big impression on the boss and huge impact on our team.”
- “Thank you Kris for **caring** enough to remember this special day. You are very **thoughtful** and it made my day.”

So forgo the fruit cake and dollar store items and give the gift of Character-Driven Compliments to everyone on you list this holiday season and beyond. **You** will love the results! (Get creative and put them in writing in a variety of ways so they can treasure them always!)

“It’s important that people  
should know what you stand for.  
It is equally important that they  
know what you won’t stand for.”

Mary H. Waldrip



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Sometimes . . . the Missing Piece is You!

## Breaking Barriers in 2008

By Johnna Johnson

What does “breaking barriers” mean to you? Does it mean your results would be the best they’ve ever been? Does it mean your skills, talents and abilities would reach new heights? Can you imagine your relationships stronger than ever? Would you break a barrier if your income skyrocketed to an all-time high? Are YOU ready to break your personal barriers in 2008? If so, read on and pass along!

The three simple keys to breaking barriers in 2008 are as simple as one, two, three!

One, **create your vision**. What DO you want to experience next year in terms of success, leadership, teams, relationships, family, income and self? You must get your vision onto paper in some way...with words or pictures, just get it down!

Two, you must **believe!** Take a close look at your vision. When you actually visualize yourself living your vision, what does it *feel* like? What does it feel like to meet the right people, achieve top performer, increase your income, take more time off or purchase that dream home? When you feel it, your vision becomes real. When your vision becomes real to you, you believe it. Your attitude is everything! Believe me!

Three, **take action!** If you want to be a better listener, enroll in one of our communication classes. If you want to hire a coach, call us today. If you want to apply for that job promotion, run down to HR right now. If you want to increase your sales, put this newsletter down and start dialing your ideal client!

It really is as easy as 1, 2, 3. Try it right now!

Want more? Register to attend Breaking Barriers with Your 2008 Strategic Plan on December 11 from 1-4pm in Boise, Idaho. Call 800.694-4487

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## Upcoming Events You Can't Miss

November 27, 2007

Embracing the Value of Differing Personalities (DISC)  
**FREE** Power Hour Workshop from 9am-10am  
Idaho Career Institute in Boise, Idaho

December 11, 2007

Raising the Bar: From Mediocrity to Excellence!  
**Public Workshop** from 10am-12pm  
Small Business Development Center in Boise, Idaho

December 11, 2007

Breaking Barriers with Your 2008 Strategic Plan  
**Public Workshop** from 1pm-4pm  
In Partnership with Boise State University  
Boise, Idaho

December 27, 2008

From Good to Great in 2008!  
**FREE** Teleconference – Call us for your call in codes!

January 7, 2008

From Good to Great in 2008!  
**FREE** Teleconference – Call us for your call in codes!

**For additional details or to register,  
please call 208.376-3634.**



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