INTERNATIONAL PURPOSE WORLD@WORK

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Friend,

THE PROBLEM IS NOT WHAT WE THINK!

I know you are extremely busy in your work and organizations – maybe more than ever, and this could be part of the problem. Many of you have been in your field for many years. You are experts in your area of work, and I'm sure you are doing everything you know to keep your organizations afloat in this time of great uncertainly.

But…. You may be too entrenched, unable to see the opportunities right in front of you and blind to new ways of thinking about what you do and how you do it. As part of the human race, we have a unique ability to be irrational. We see this across the globe and no one is immune. I know this because I've been there.

A few years ago I was stuck, my business was not making enough money, and

it for quite awhile. Little did I realize that it wasn't the DOING but the BEING and the THINKING that needed to change.

This came to mind recently when talking with a colleague, Terry Newell, whom I worked with years ago at the Department of Education. He went on to become the Dean of Faculty at the Federal Executive Institute and has since written a number of books on Leadership from a holistic perspective. We talked about the importance of looking beyond our automatic reactions to problems and instead challenging our mindset, leading from a greater purpose and exploring our obligation to service.

One of Terry's books of note is *Statesmanship, Character and Leadership in America*.

The 'internal' changes we need are right in front of us if we choose to step back long enough to recognize their ultimate benefit. They fall into the category of the 'softer-skills' which are the hardest to recognize and to transform. One of the greatest dilemmas is getting beyond our egos and pride to admit that the problem and solution is within ourselves.

A few suggestions to get started are:

1. **Stopping long enough to be more mindful –** Mindfulness is the practice of maintaining a non-judgmental state of heightened awareness of one's thoughts, emotions and experiences on a moment-to-moment basis. This is a practice and ultimately a behavioral change.

2. **Cultivating and using the greater wisdom within yourself and encouraging it in others –** Scroll down to read about how Wisdom is the Next Evolutionary Leap from our book *EVOLUTIONARY WORK: Unleashing Your Potential in Extraordinary Times*.

3. **Working from our humanity and being more humble –** I am no more or less than those I serve. We need to realize we have a lot to learn from each other regardless of title, education or income regardless of where they are from - Developed Countries or Emerging Markets.

We would also benefit by quitting the chatter in our heads long enough to see beyond what we are calling reality and think beyond what we call the norm.

nothing left? Or will you develop an enlightened business model where people are practicing the above and not blaming the economy, competition nor the government? I'm betting on the enlightened.

Thanks.

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TOOL 5: WISDOM AS THE NEXT EVOLUTIONARY LEAP

The following is an excerpt from our book EVOLUTIONARY WORK: Unleashing Your Potential in Extraordinary Times (Pearhouse Press):

IT IS OUR WORK TO BE WISE

In these times of uncertainty at every corner, where tomorrow can change on a dime, our sense of self and work is constantly being challenged. Our work world today is like a moving target, full of unknowns.

When we play on the surface, we park our values, not to mention our wisdom, at the door as we walk into our places of work/business. We aim for the quick fix, not the long-lasting solution. We waste valuable time on the same old problems and patterns, where ignorance holds us prisoner to repeating the past instead of evolving into a new future.

Devoid of wisdom, we spin backwards. Our current problem solving does not suffice. These answers are now too small, limited in depth and breadth, and

The evolution of work will happen when these outdated patterns are transformed. Only then will we find new middle-ground, centered and functioning from wisdom and sustainable for the long-term. When we tap this, the work world will forever be changed.

CLICK **HERE** TO READ THE ENTIRE EXCERPT (PDF)

YOUR NEXT 'RIGHT' STEPS – INTRODUCTORY SEMINARS

Purposeful Business Circles

For entrepreneurs and small business owners looking to bring clarity to their work and business. It is time for all of us to step up to our greater work purpose. Join us on **Wed., March 29 from 8:30-11:30am** for an **Introductory Seminar of our Purposeful Business Circles (PBCs)**. The PBC is a group of individuals interested in developing a more sustainable viable model for their work and business.

With the theme of "Where the East and the West Come Together" we are inviting individuals from the Washington DC area to attend in-person and individuals from developing countries and emerging markets to join us via Skype in a learning-from-each-other model.

- Come with a work issue in mind to sharpen focus and direction. Leave with Action Steps to implement immediately.
- Through the use our book, *EVOLUTIONARY Work: Unleashing Your Potential in Extraordinary Times* and our Seven EVOLUTIONARY Work Tools™ you will be challenged to expand your thinking and mindset about yourself and your work or business.
- Participate in a facilitated group session to give and gain support from others.

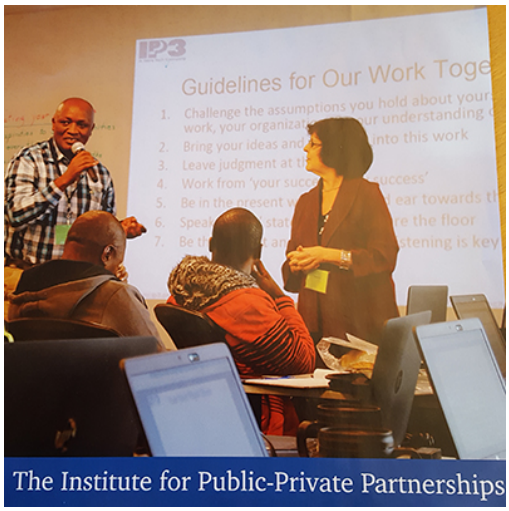
700, Arlington, VA 22201. Near the Courthouse Metro Station; street parking and building parking are available. Light breakfast and networking from 8:30-9am. We start promptly at 9am. ***Program limited to the first 20 registrants; first 10 get a free copy of EVOLUTIONARY WORK - Act Now!***

Introductory Cost: Early Bird Rate - $95 (Save $30) by Friday, March 17th; After March 17th - $125
Registration Deadline: Monday, March 27th

NOTE: Current & Former Clients deduct 20%; Individuals from developing countries, deduct 50%. Scholarships are available. No refunds after deadline, but you can substitute someone.

Registration: Go to www.internationalpurpose.com

Visit **HERE** for information on the extended **Six-Month Purposeful Business Circle** starting April 26, 2017.



For Organizations & Businesses - EVOLUTIONARY Leadership & Coaching

Invite us into your office for a 1.5-hour Introductory Seminar on The Art of EVOLUTIONARY Leadership™ meant to evolve leaders, staff and subsequently those they serve to operate at a higher functioning level and obtain exponentially greater outcomes. You will:

- Get introduced to our Seven EVOLUTIONARY WORK Tools™ – go to www.internationalpurpose.com/model.html for more information.
- Practice Tool #1 - be challenged to expand your mindset/thinking about yourself and your work as you complete an exercise to begin to transform the Mental Model from which you operational your work/business.
- Leave with 2–3 practical and innovative action steps to work on immediately.

Go to www.internationalpurpose.com for more information on **The Art of EVOLUTIONARY Leadership**.

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