

# Exceed Learning

Ask. Think. Imagine.

February 2008

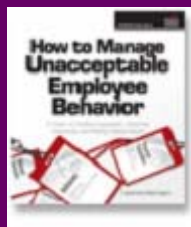
## In This Issue

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Cassandra Washington, veteran trainer, proven coach, helping individuals expand their success.

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Greetings!

Happy New Year! (Feliz Año Nuevo!)

Well, we're one month into 2008. How are you doing with your New Year's resolutions? There's nothing wrong with resolutions, as long as they help get you where you want to be. However, it's crazy to set goals each year only to abandon them after a couple of months. We all know what the definition of crazy is... doing the same thing over and over expecting different results.

So, this year, instead of creating resolutions that don't get you very far, shift your outlook -- resolve to reposition.

## Reposition with Purpose

Sometimes all it takes to accomplish more is a subtle shift in your perspective. Repositioning helps you create different outcomes. It gets you out of the pool you normally swim in! If you're feeling stuck, one of the most helpful choices you can make is to move into a new position.



Here are five proven ways to move with purpose.

1. Rekindle your passion. Passion empowers you to make great things happen. You will never be successful without it. Like resolutions, passions tend to fade. Both need frequent rekindling.
2. Retool for the future. Just like software programs, you need to continually upgrade your skills to a new & improved version. Jack Canfield puts it this way, "If you're passionate about what it is you do, then you're going to be looking for everything you can to get better at it." Learning new skills and expanding on your existing skills prepares you for new opportunities.
3. Rejoice daily. An attitude of gratitude gives you a renewed mindset. Instead of focusing on what you don't have, take an inventory of what you do have. Complete this sentence, Today I am grateful...
4. Recycle what works. When you experience success, celebrate it and learn from it. Identify what you did, and how you acted that led to the success. Then plan how you can reuse the success factor in other areas of your life. Finally, share your success skill with others so that they might experience the kinds of successes you've experienced.

## Make a "Not To Do" List

Jim Collins, author of *Good to Great*, suggest this strategy:

Ask yourself what you're passionate about, good at, and able to make a living doing. Then consider how you're spending your time. How much falls outside those three factors?

If the answer is most of it, then before you create new resolutions, it may be helpful to make a "not-to-do" list. List three activities you will stop doing in order to spend more time putting your passion to work.

### Q. What is Coaching?

A. Coaching is guiding a person or group from where they are toward the greater competence and fulfillment that they desire. As your coach, I will help you expand your vision, build your confidence, unlock your potential, increase your skills, and take practical steps toward your goals.

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"If you can stop what you're doing and still be happy, then you're not passionate about it."

-- Dr. Myles Munroe

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5. Redirect your time and energy. Become a volunteer. When you make yourself available to others, you move into the best position to receive more. Learning something new, adding to your resume, meeting new people, helping others, and feeling good about yourself are just a few of the benefits.

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## Rediscover Your Passion

Many people have buried their passions under their hectic lives, busy schedules, and pressing priorities. Here are three ways to get in touch with your passion.

1. Ask someone who knows you well, someone who has talked with you often and spent time with you to identify your passions.
2. Start with your childhood and work forward. Think of specific situations when you were fired up with enthusiasm or so focused on what you were doing that you lost all awareness of the clock? What might this say about your passion?
3. If money were no problem, you had all the time you needed, and had no health limitations or other obstacles, what would you do?

*From Dr. Gary R. Collins' book, Christian Coaching.*

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## Finding Passion in Your Career

If you dread Monday mornings, you may be missing something very important in your work life -- passion. Passion not only makes your day fly by, it motivates you to do your best and motivates the people around you. Complete this exercise from Jack Canfield's book, *The Success Principles*, to discover your career passion.



- Why do I have the job I have? What purpose am I serving? Who does my work serve?
- If I could be doing anything I wanted to do, would I be working at this job? If not, how can I alter this job and make it into something I can be passionate about?
- Are there any negative aspects to my work? Am I the source for that? Can I change any negative aspects? How?
- Can I achieve my passion only in this job? How else can I achieve my passion, if not in this job?
- If I could wake up every morning, excited to face the day and eager to get to work, what would a day like this look like?

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P.S. What's my resolution this year? To help you keep yours.