

# What's New?

"You make a living out of what you get, but a life out of what you give"

www.thenetworkinggroup.biz

January, 2009

**Happy New Year!**

## **SPACE-MAN Home & Property Inspections earns coveted Angie's List Super Service Award**

Award reflects company's consistently high level of customer service

**SPACE-MAN Consulting Home & Property Inspections** has been awarded the prestigious 2008 Angie's List Super Service Award!

The Super Service Award, now celebrating its 10<sup>th</sup> year, is given to companies who have achieved and maintained a superior service rating on Angie's List throughout the past year. Fewer than 5 percent of the companies on Angie's List meet the eligibility requirements to be considered for the award.

"Our Super Service Award winners are the cream of the crop when it comes to customer service, said Angie Hicks, founder of Angie's List.

**Ron Isaacson of SPACE-MAN Consulting** conducts: Certified Residential Energy Efficiency Audits, Infrared Thermographic Analysis, Leak Sourcing, Building Science Forensic Investigation and Phase Construction Quality Assurance Inspections and provides Home & Property Inspections for: Owners, Buyers, Sellers, Investors, Builders, Rehabbers, Remodelers, Condo Associations and Property Managers in the greater Chicago area.

Angie's List Super Service Award winners have maintained a total and overall grade of "A;" have received a minimum number of reports; are NOT in the Angie's List "Penalty Box" and do NOT have an unsatisfactory rating with the Better Business Bureau.

Service company ratings are updated daily on Angie's List, but members can find the 2008 Super Service Award logo next to company names in search results on AngiesList.com.

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**Dan "The Video Man"** is turning the big 5-0 on January 29th. He will then be known as *Dan "The Old Video Man"* after that...

**Dan "The Video Man" Gelfond**

\* \* \*

In a good economy, most retail businesses depend on the holiday season for their main sustenance. This year, December sales were even more critical. That being the case, **Holly Kahan of HollyBarry House Ltd.** wishes to express profound gratitude to the many members of The Networking Group for their loyalty and support by ordering their gifts from her this year. Included are: **Leslie Markman Stern, Steve Feldman, Dean Klassman, Leslie Berkley, Sharon Weinstein, Merle & Greg Kalisky, Roger Taylor, and Jerry Block.** Thank you, thank you all.

In the event that any of you want to wish a client "success in the New Year", it's not too late to send a little something. Just call Holly at (847) 432-4580.

\* \* \*

**Book recommendation from Coach Jim Rohrbach:** [Think and Grow Rich](#) I reread Napoleon Hill's all-time success classic every year in December before I set my goals for the coming year. When was the last time YOU read it?

\* \* \*

Are you on Linked-In? – or would you like to take it to the next level?

Talk with **Dan Felix.**

He has put together a discussion group to discuss Linked-in and how to utilize it to the fullest.

Please send your news for the TNG monthly "What's New?" newsletter to:  
[News@thenetworkinggroup.biz](mailto:News@thenetworkinggroup.biz)

# Forget About New Year's Resolutions -- What's Your Mission?

by **Success Skills Coach Jim Rohrbach**

"Where there is no vision, the people perish." Proverbs 29:18

Happy New Year to you! A new year, a new beginning. If you're like most people, you've probably flirted around with New Year's resolutions: you've said, "THIS is the year I'm gonna lose weight and get in shape. Starting January 1st, no more snacking. I'm joining the health club and I'm gonna work out daily. I may even do my first marathon." What happens? By February 1st (the latest ...) you're back on the junk food regimen, you've been to the club a total of 5 times (you're "just too busy to get there") and you've filed that marathon application in the trash. And you've concluded, "Resolutions don't work for me." (You've got a lot of company on that one ...)

Maybe you need a better approach. Instead of making a mental resolution, create a Mission Statement. The difference? A Mission Statement is

- a hand written or typed out paragraph
- posted someplace you can see it regularly
- committed to memory
- has specific, measurable outcomes
- has a deadline -- in this case, December 31st

Here's a process you can use right now to create a Mission Statement for personal success in your career or business. Get out a pen and some paper, or if you'd like to do this on line, go to [this free on-line Mission Builder](#).

**Step A.** Write down 5 positive personality characteristics you like about yourself in your career/business. For example: willingness to learn, persistence, creativity, friendliness, sense of humor, etc.

**Step B.** For the items you listed above, describe the way you express each positive characteristic on a regular basis in your career, using the word "by" to begin each phrase. For example, if you listed "willingness to learn" above, you might write "by being committed to ongoing professional development" below. Another example: if you wrote "persistence" above, you might write "by making sure the job always gets done" below.

**Step C.** Write down 5 goals you'd like to achieve by one year from today. Be sure to list a specific financial goal separate from these 5 goals.

**Step D.** Look back over Steps A, B and C, circling the 3 most important items in each column.

**Step E.** Now fill in the blanks of the following paragraph:

"My purpose is to express my \_\_\_\_\_ , \_\_\_\_\_  
and \_\_\_\_\_ (write in the three items you circled in Step A)  
by \_\_\_\_\_ ,  
by \_\_\_\_\_  
and by \_\_\_\_\_  
(write in the three items you circled in Step B)  
to create \_\_\_\_\_ ,  
\_\_\_\_\_  
and \_\_\_\_\_ ,  
(write in the three items you circled in Step C)  
and at least \_\_\_\_\_ by \_\_\_\_\_ ."  
(write in your financial goal) (write in the date one year from today)

.....continued:

**When finished, you will have a short paragraph that reads something like:**

"My purpose is to express my intelligence, creativity and people skills by continually learning and applying new ideas, by finding unique solutions to my clients' problems and by building a powerful network of contacts to create 15 new corporate accounts, a steady flow of referral and renewal business, full technological competence, and at least \$125,000 in gross commissions by this date one year from today."

I hope you give this deceptively simple exercise a try, and I encourage you to follow the guidelines above of posting it where you can review it, committing it to memory and reciting it daily. They you won't need to make any more fruitless resolutions -- you'll be like The Blues Brothers ... you'll be on "a Mission from God."

**Success Skills Coach Jim Rohrbach**, "The Personal Fitness Trainer for Your Business," coaches business owners, entrepreneurs and sales professionals on growing their clientele. He has helped hundreds of individuals to achieve their goals since he developed his first coaching program in 1982. You can visit Jim on the web at [www.SuccessSkills.com](http://www.SuccessSkills.com).

**Jim Rohrbach, Success Skills Coach**  
The Personal Fitness Trainer for Your Business

## POST CARD

*Greetings Fellow Connectors,*

*As I lie here underneath the blazing sun with my toes  
in the sand, listening to the surf pound the shore,  
watching the palm trees sway, and nursing a drink with  
a little umbrella in the glass, I reflect on all the great  
connections that I've made in the past year. I want to  
wish you ALL an incredible New Year - filled with  
happiness, prosperity and good health! Continue to be  
proactive. Help others realize their goals and the  
universe shall reward you. Radiate good karma.  
Give to get. Now if you'll excuse me, I'm boiling up;  
I gotta go hit the pool.*

*Yours in networking,  
Will Baxter*



**TO: TNG**

*Mission Hills Country Club  
Northbrook, IL 60062*

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**LEWIS FLOOR & HOME DONATES FLOOR TO DOMESTIC WOMEN'S SHELTER**  
**Family owned and operated business helps out when needed during the holiday season**

The holidays are a time for giving and celebrating the season with family and friends. It is also a time when local businesses can give back to their community. **Lewis Floor & Home**, located in Northbrook and Chicago, immediately responded to a request from Orren Pickell Designers & Builders, to donate flooring for an emergency shelter located in the northwest suburbs which provides safe, temporary housing for women and children fleeing abusive homes.

Women from Chicago and its surrounding suburbs rely on **Lewis Floor & Home** to help them decorate their homes with beautiful products that uplift their spirits. Unfortunately, the grim reality is that due to domestic violence some women have to leave their homes. **Lewis Floor & Home** is honored, especially during the holiday season, to provide the shelter with a beautiful floor to help these women who are being displaced out of their homes feel welcome and warm in a temporary home situation. The new 1,000 square feet of laminate flooring will be replacing worn out carpeting in the children's playroom/meeting area and will offer ease of cleaning as well as durability.

"We are proud to help HomeAid Chicago, the official charity of the Home Builders Association of Greater Chicago and its volunteers led by Orren Pickell Designers & Builders and Griffin & Associates," says President and third generation owner **Steven Lewis** of **Lewis Floor & Home**.

"With more than 54 years in business our goal has always been to provide quality products to the community as well as support community organizations in times of need. During the holiday season, it is especially appropriate to offer help to the less fortunate. Domestic violence destroys lives both physically and emotionally. And with many husbands and fathers unemployed or facing uncertain job security, violence may escalate resulting in more women and children needing emergency shelter assistance."

A Safe Place emergency shelter allows women and children to be housed for up to six weeks and provides the only option from preventing them from living on the streets. Residents also receive food, clothing, counseling and more to help them build new lives that are financially independent and free from abuse.

In the past year, 96 percent of the women who resided in the emergency shelter were able to move on to housing that was separate from their abuser. In the 2008 fiscal year, 224 women and 206 children stayed at the emergency shelter. During the sixteen years the shelter has been open it has sheltered over 8,000 clients. "HomeAid Chicago is thankful to **Lewis Floor & Home** that despite these tough economic times, it continues to see the value of giving back to their community," says Natalie R. Ashton, executive director, HomeAid Chicago."

**Lewis Floor & Home** is located at 1840 Skokie Blvd. in Northbrook and at 1455 W. Fullerton in Chicago. If you would like more information about **Lewis Floor & Home**, please contact Penny Kowitt at (847) 835-8732 or Vicki Gerson at (847) 480-9087. Further information is available on their website [www.lewisfloorandhome.com](http://www.lewisfloorandhome.com).

## Upcoming Events

**Lunch & Learn Program**  
**"The Obama Way: Charting a New Course"**

Tuesday January 20th  
12:00-1:30  
Center for Cultural Interchange  
746 N. LaSalle, Chicago

Join us on Inauguration Day as foreign policy analyst and Washington insider, Charles Uphaus brings us the latest news from inside the Beltway on hunger and poverty issues. Find out who the key players are in the new Obama Administration that will help shape the agenda for the future of poverty-focused development assistance. Learn about the new policies under consideration and how Bread for the World is leading the charge for change in international development. Prior to the Lunch & Learn, we will be gathering informally at Café Iberico, 739 N. LaSalle at 11:00 a.m. to watch the inauguration and celebrate our new President-elect, Barack Obama. Following the program, you can learn more about the Center for Cultural Interchange and visit the Greenheart Shop, a non-profit, eco-friendly, fair trade store.

There is no charge to attend and no solicitation of funds. Contact **Sue Diamond** 847-945-2850 [sdiamond@bread.org](mailto:sdiamond@bread.org) to reserve your place.



**breadfortheworld**  
HAVE FAITH. END HUNGER.

**Rich Keyworth** from **Keyworth Fire and Safety** is proud to announce the **DISASTER PLANNING AND RECOVERY CONFERENCE** on March 10<sup>th</sup> 2009 at the Belvidere Events and Banquets, 1170 West Devon Ave, Elk Grove Village.

This will be a full day conference where the attendees will learn how to develop a Business Continuity Plan for their business.

The instructors will be experts in their respective field and will give those in attendance the factual information they need to survive a business interruption.

Further information will be available on our website at [www.keyworthfireandsafety.com](http://www.keyworthfireandsafety.com) or you can contact Rich directly at 630-776-0284.