

bean there an online newsletter from baxter bean

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Baxter Bean Offers More

- Look at previous issues of the Bean There E-zine
- Great list of books for Recommended Reading



for more....

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Baxter Bean has proven hiring strategies that help you select the best candidate.

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He Shoots – He Misses!

Do your sales people have talent and skill but just keep on missing the goal? If so,

- [Check out this video: He shoots – he misses? online](#)
- [Visit our new Sales page online](#)

Coaching for Success!

A couple of years ago, I discovered that Pilates is a great way to improve flexibility and muscle tone. In the interests of convenience and cost effectiveness, I watched a video, read a book and taught myself.



I developed a little mat routine and performed it faithfully, three times per week. Although I saw some initial improvements, I soon became bored with the lack of challenge and discouraged that I wasn't meeting my goals quickly enough.

Eventually I decided that investing some time, effort and money in a Pilates coach might be just what I needed to get back on the road to success.

I interviewed a couple of coaches to find one that would be a good fit for my style and objectives. She began by assessing my current state (human nature being what it is, I had managed to find an easier – and less effective – way to do almost all of the exercises) and discussing my goals, then helped me learn more effective techniques. She motivated me to push myself to do things the correct (and more difficult) way. We met 5 times and I am now much closer to meeting my Pilates goals.

This story is not uncommon – many people have sought out the expertise of a coach for help with a sport. Perhaps you've had a golf pro tweak your swing and experienced the impact that something so simple can have on your game. It is no different in business. A coach can help you fine-tune your techniques in order to meet your goals.

A coach is a neutral third party who can objectively assess what you are doing now. They can help you set goals that are realistic yet challenging and can motivate you to

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for more...

Quotable

"I am not young enough to know everything."

- Oscar Wilde



push yourself out of your comfort zone. They will suggest alternate strategies and tactics to improve your effectiveness. Regular "check-ups" with your coach will help keep you motivated and on track.

If you feel that you are falling short of your business goals but have run out of ideas on how best move forward or are short on motivation, consider working with a coach. Just a few sessions could make all the difference!

Janet
Janet Wright is a partner with Baxter Bean. To contact Janet, e-mail her at janet@baxterbean.com.

For more about our programs and services, visit www.baxterbean.com.

Upcoming Programs from Baxter Bean

Stand and Command

Next Dates

February 27, 28 and March 1, 2007

Presentations and public speaking can be a career maker!

These public training programs are limited to 6 participants and will teach each participant the tactics of being an effective presenter. The training will focus on making presentations with and without visual aids (PWPT, etc), as well as small group public speaking, impromptu and small meetings.

The program is structured as an intense, yet non-threatening session that will enlighten and build confidence.

Learn more about this workshop by visiting www.standandcommand.com. Call our office at 403.283.2225 and register via the telephone or e-mail info@baxterbean.com to register online.

Want to Learn More from Baxter Bean?

Now is your opportunity to receive a 1 hour free assessment from Baxter Bean. This free service - no hidden fees, or sales pitch, will give you a chance to see what we can do for you.

To sign up for this opportunity, please e-mail Baxter Bean at info@baxterbean.com and reference the **January 2007 E-zine 1 Hour Free Assessment Offer**.

We look forward to hearing from you.

The small print

If you have any questions about our newsletter, please contact Baxter Bean by e-mail at info@baxterbean.com or call us at (403) 283-2225. For more information about Baxter Bean, please visit our Web site at www.baxterbean.com.

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