

# From Next Element Consulting

## 2010 March E-News

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### 2010 ? March Issue

#### "It's All Good and Then Some!"

*"This class (PCM Core Competency Training) would be beneficial for any company. Educators would be so much more empowered by it. It should be a pre-requisite for all teaching licenses and certificates!"*

- Destiny LaBonte, Senior Buyer, Kasa Fab, Salina, KS

### NE CORNER

Communication training builds a competitive advantage. Engaging your employees during a recession and making them part of the solution can be a measurable, competitive advantage, now, and when things turn around. [Read our most recent blog post and comment if you'd like.](#) ? NGR

### NE-OS RESEARCH UPDATE

Thank you to all the organizations and individuals who have joined us as research partners in the validation of the [NE-OS](#). We have been overwhelmed by the support and enthusiasm. Tracking program outcomes is vital to business success and we are eagerly anticipating the launch of our final product this summer. Stay tuned for updates. ? NGR

### PCM NUGGET

Do you want a competitive advantage?  
Win a 15% discount off any NE seminar!

From a PCM perspective meeting psychological needs and staying in channel gives you the ability to communicate, hence a competitive edge. Only about 10% of most interactions qualify as effective communication. In most processes and systems, we would never tolerate 90% inefficiency! What type of competitive edge would you have if you stayed in channel and met psychological needs 20% of the time, or even 30% of the time? Not only would that give you an edge, it would save time, money and resources. And the best part, when you go home at the end of the day, you would still have energy left!

Here is a quiz. Identify which personality type would prefer each of the following PSYCHOLOGICAL NEED's. Be the first one to e-mail [Michele@next-element.com](mailto:Michele@next-element.com) with the answers and get 15% off any 2010 NE seminar (excluding PCM Trainer Certification), or personal coaching.

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1. Work in your office by yourself today from 1 to 5 and complete those reports.
2. It is so nice to see you today.
3. If you get that project done, go home early.
4. Dude, you da man!
5. I really value your commitment to this organization.
6. Your hard work is noticed and appreciated.

## PEOPLE WE RECOMMEND

While working in Michigan last month, we were privileged to be led through a great team-building experience by Tracy Weber, an equine assisted learning (ELA) facilitator and owner of [Kaleidoscope Learning Circle](#). Challenging our stereotypes and guiding us into new territory with each other, the experience with Tracy, her team, and her horses, was a powerful learning and growth journey for us. We would encourage any team to try it. Tracy and her team are passionate, committed, insightful, and supremely competent in their work. Thank you KLC team!

## UPCOMING EVENTS

How did Jeff reduce couples counseling from 18 months to 6 sessions while improving success? Take advantage of this one-day seminar to learn and apply these strategies to your relationship: [Relate to Your Mate Seminar ? April 17, 2010](#)

[PCM® Trainer Certification ? April 26 ? 30, 2010](#)

[Leadership Communication Seminar ? May 11, 2010](#)

[Process Parenting Seminar ? June 12, 2010](#)

[PCM® Core Competency Training ? June 14 ? 16, 2010](#)

[Advanced PCM® Conflict Resolution Seminar ? June 17 ? 18, 2010](#)

## NEXT-ELEMENT.COM

We've recently updated our website. We invite you to visit, look around, listen to the narrated slide show on our homepage. Also, we've added a page on our About tab about our [philosophy](#). If you have been a client of ours, we invite you to comment on this philosophy. Have we lived up to our promise?

## WHERE WE'LL BE

# From Next Element Consulting

The 2010 Process Communication in Education Conference will be held August 8-10, 2010 on the campus of Central Michigan University in Mount Pleasant, Michigan. We'll provide more information as it becomes available. If you're interested in presenting, let us know!

## BOOK RECOMMENDATION

I am reading "Switch, How to Change When Change is Hard," by Chip & Dan Heath. I will be reviewing this book in April. I will also be posting a blog on each chapter, so check our website blog often! I have read the first chapter, it's great and a blog post is soon to come! -JK



## HOT WING UPDATE

Amber Burkhardt-Sidebottom, from Kaleidoscope Learning Center, joined Jamie and Michele to show their approval of the delicious wings at the Frankenmuth Brewery, Frankenmuth, MI. We rated them a solid 4.

(Send us your review's and pix! Refer to our

# From Next Element Consulting

rating scale on our website resources page.)

## **CONNECT WITH US**

FOLLOW US on Twitter and Facebook ? then, keep an eye out for periodic limited time opportunities to SAVE BIG on our seminars and services! We'll also be incorporating Process Man into our promotions ? ready to have some fun?

Jamie [www.linkedin.com/in/jamieremsberg](http://www.linkedin.com/in/jamieremsberg)

Jeff [www.linkedin.com/in/jeffreylgking](http://www.linkedin.com/in/jeffreylgking)

Nate [www.linkedin.com/in/nateregier](http://www.linkedin.com/in/nateregier)

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