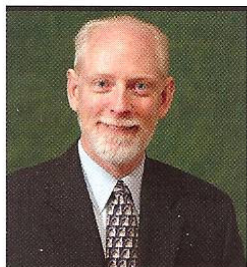


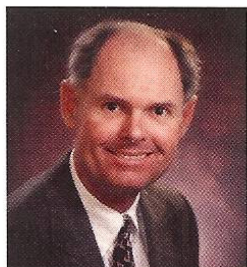
## ➤ SUCCESS Asks... What is your best success tip?



"My best success tip is to learn people's names. How many times have you been introduced to someone, then you immediately forget their name? Confirm you've heard their name correctly. If it's an uncommon name, ask the person its derivation or significance. If it's an unusual name, say the name and ask the person if you're pronouncing it correctly.

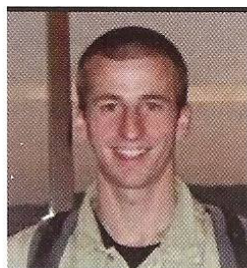
Taking these few extra steps will help you remember names more easily, which is the start of a good relationship. Good relationships are, in essence, what success depends upon."

—Frank Felsburg, Communications Specialist,  
Cogent Training & Consulting, Narberth, Pa.



"View tough audiences as being your teachers. Reframe them as partners in co-creating a valuable learning experience you both share. The more difficult your audience, the greater the victory in winning them over and you raise the bar on your own influencing skills. Any win is more meaningful when it is more difficult to achieve."

—Bill Cole, Founder and CEO of Procoach Systems,  
Peak Performance Solutions, Cupertino, Calif.

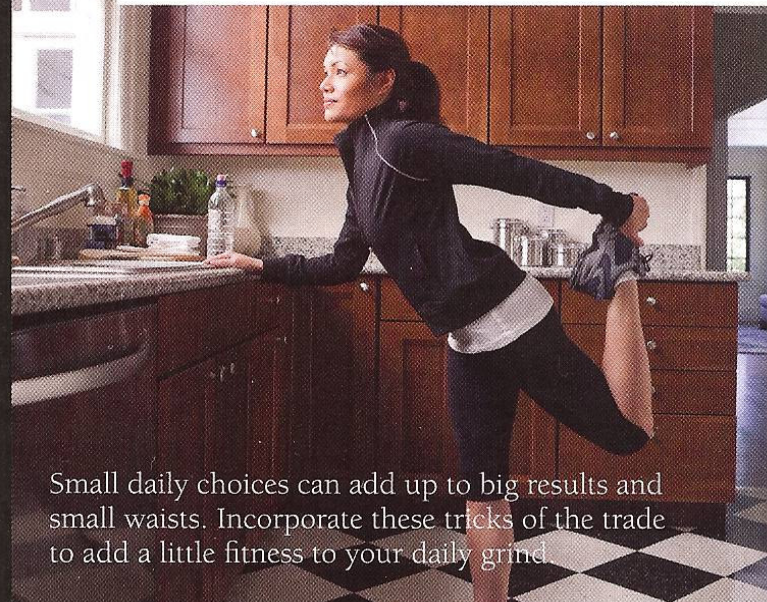


"Never give up. Strive to learn and grow every day and put all of your faith in God. Also, read motivational quotes, stories and books to unlock new great ideas. My favorites are the two classics, *The Power of Positive Thinking* by Norman Vincent Peale and *Think and Grow Rich* by Napoleon Hill—truly life changing."

—Gabriel Mercier, graduate student,  
Southern New Hampshire University, Manchester, N.H.

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## YOUR HOME GYM Finding Fitness in Everyday Tasks



Small daily choices can add up to big results and small waists. Incorporate these tricks of the trade to add a little fitness to your daily grind.

- 1 Do deep-knee squats as you brush your teeth. Keep your knees aligned with your toes and bend as you brush. Rinse and repeat.
- 2 Do calf raises as you talk on the phone. Still chattering away? Now try one-leg calf raises with the opposite foot held behind the calf you are raising. Steady now.
- 3 Watching the kids out in the yard? Jump some rope while you watch them run around.
- 4 As you chop your colorful veggies for dinner, hold your stomach in tight and then release. Don't forget to eat the veggies.
- 5 Don't just blow-dry your hair aimlessly. Pretend

- you have an invisible chair, bend down to sit and dry your hair as you hold the pose. Take breaks, try again.
- 6 While you wait for water to boil, place each hand on its corresponding shoulder and twist right and left, working out your waist.
- 7 As you read a book on the couch, point your toes, keep your leg straight and make tiny circles with each leg just a few inches from the surface of the couch. Read another chapter and do the other leg.
- 8 Take long stretches as you unload the dishwasher. Bend low to get the dishes and reach high to put them away. Take deep breaths and feel the stretch.