

Optimize-Humanize-Monetize

Optimize-Humanize-Monetize || 3 Critical Steps to Results YOU Want

The Coachable Moment for the week ending July 6-2012

Irene Becker | www.justcoachit.com | 3Q Leadership™ Blog

Helping smart people and organizations communicate and lead forward

smarter, faster and happier is what I do best



What Are Coachable Moments?

Why Are They Important ?

Coachable Moments are the “aha” moments I have had in my **executive coaching practice over the past ten years**; moments that have helped me develop 3Q leadership™ tools & exercises for clients that have helped them quickly shift forward to improved results by resetting default patterns of thinking and doing. Rewriting neural patterns/ habits of thought and action that no longer work is what 3Q Leadership™ is all about.

Great communication is critical to employee engagement and retention, effective teams/ virtual teams, improved lead generation/ sales. Systems theory tells us about the power of one consistent change to affect positive change in the entire organization. **More on systems theory-effective communication**

and team-building? You betcha. Stay tuned for my forthcoming
Pink Paper.

**And, now this wk's Coachable Moment- Optimize, Humanize,
Monetize**

Optimize



Attitude is altitude, but developing an attitude that takes you and others forward means building a critical Q skill! It means honing your ability to focus on strengths and see problems as a conduit to the solution. Build a critical Q skill constructive discontent. See mistakes, failures with new eyes that help you turn them around. Constructive discontent is part of my 3Q model because, while counter-intuitive it is absolutely critical to leading and managing forward. Developing this key skill will help you not only optimize your potential and the potential of others; it will also build greater to wellbeing.



Humanize

The leader who communicates well succeeds well. Communicating well means delivering your message in a way that resonates profoundly with the recipient(s). It means building resonance and reach! Humanizing communication, adapting your words, your tone, your body language for each and resonance is a learned skill, a critical important skill that will also help you build another key leadership competency-enhanced EQ/EI. Humanizing communication means adapting your style in a way that opens the ears of the listener (s). What is the value of learning to humanize your communication? The value is implicit to successful management and leadership because the take-away is an auditory footprint that engages and inspires the best in others.



Monetize

Shift forward! Use your communication, your voice to become solution focused and solution driven. Fail forward faster, and better.. Once you have mastered constructive discontent, hone your ability to optimize potential by teaching your people to fail forward, faster and better. Model/mentor/coach others by helping them to build transparent communication, empowerment-improved bottom line results. **Achieving results and sustaining the power of those who are part of YOUR success team means building the Q skills that will help you optimize-humanize and monetize results.**

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Are YOU Ready to Kick-Start Results?

**New 3Q Leadership™ Quick-Step
Programs Start Aug 6, 2012**
Insightful, Purposeful,
Powerful

**Section I: Optimize-Humanize-Monetize (Verbal
Communication)**

**Section II: Optimize-Humanze-Monetize (Written
Communication)**

**Section III: Optimize-Humanize-Monitize
(Social Media Communication)**

Registration is Limited. Email:

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**More on Building Your 3Q Leadership™
Edge?**

Humanizing, Optimizing and Monetizing

Results? Yes!

Great Read Review & Excerpt The Power of Communication

7 Ways to Turn Conflict Around

Greatness Leadership-7 Steps

Extraordinary Woman Interview on Leadership

Meaningful Work

Lead Forward

The Thriving Organization

Courageous Team-building

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Irene Becker, Just Coach It-The 3Q Edge™

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