



January is typically the time we pause to look back and forward. We look back over the past year to see what we have accomplished. We look forward to see what we want to achieve.

We have all been very busy some years and at the end realize very little results. This is what I call a lot of action without ideas.

Obviously the first thing you need to do is be clear about where you're headed and what you'd like to get accomplished.

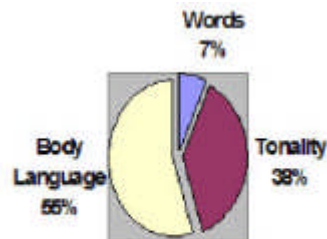
One thing which is clear is you need to communicate with those around you and your audiences to reach your goals.

Once you've determined what you need to put into action, schedule them on a calendar.

Also, take the time to be sure those who need to help you with your action plan this year have your actions on their calendars. This is the time not just to plan, but to coordinate your plans with others.

Take a few moments and see what items you have on your calendar for this year which needs visual support.

Remember in public speaking only 7% of the communication is about the words. Tonality contributes only another 37% to the communication. Body language is a whopping 55% of the communication.



If you want to truly record your events this year, writing about them in a newsletter will only capture 7% of what happened using the statistics above based on just writing about what was said. If you add comments about the tone you get up to 45%. It is only when you are able to capture the visual component do you get above

55%.

Be sure you have all of your goals for this year coordinated with those you need their support to make it happen. Make sure you are getting your message fully across to your audience.

Give me a call to be sure you have the visual component covered so the most powerful part of communication is covered.

I look forward to talking with you and helping you achieve your goals for 2006.

Thanks,

Stanley

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