

Training Edge

Monthly Newsletter



Discover Custom Training & Professional Development Courses for Members of:

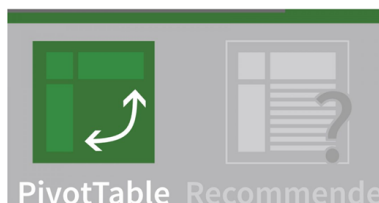
- *BC Law Society*
- *Engineers and GeoScientists of BC*
- *Independent Builders Association of BC (ICBA)*

Expand your training budget with training vouchers and training grants

Tip of the Month

Seven steps to take every time a *Pivot Table* is created to save time and problems down the road

Click here to learn a better way in 10 minutes.



Sign up for a free one-hour seminar on Pivot Tables

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Free Lunch & Learn

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FREE ONE HOUR LUNCH AND LEARN

How to set up Pivot Tables

If you liked the Video tip and want to learn more about working with Pivot Tables, then join us for this **free** one-hour lunch and learn. Gain experience and a chance to ask questions!

Spaces are limited so be sure to register for this free workshop

October 21st, from 11:00AM–12:00PM (PST)

Making the Most of Your Training Budget

Contact us about using Training Vouchers and Training Grants to extend your training budget

PROFESSIONAL DEVELOPMENT

PowerConcepts specializes in providing high quality Professional Development courses that not only enrich your skill set but also qualify for Professional Development Hours.

British Columbia Law Society is hosting a series of PowerConcepts courses specifically for lawyers. Courses are broken down into one hour sessions and limited to no more than ten lawyers per session. Review professional development courses at the [BC Law Society website](#) or register directly with [PowerConcepts](#).

Engineers and GeoScientists of BC is hosting a series of Professional Development Courses including, basic to advanced courses in Excel, Outlook and MS Project. Contact [Jennifer Chan](#) at EGBC, [visit their website](#) or contact [PowerConcepts](#) to register for these approved Professional Development Courses.

Independent Contractors and Builders Association (ICBA) has ongoing Gold Seal Certified Courses with PowerConcepts. Contact [Ally Bodnar](#), go to [www.ICBA.ca](#), or contact [PowerConcepts](#) to get registered in these Certified Courses in Office 365 and MS Project.



Reflections from the Sea



The Daily Briefing

Setting a life goal that is “over the horizon” is much like sailing to a destination that you cannot see. You’ll need to learn new tools and trust that they will point you in the right direction. You’ll need to learn from others that have already accomplished what you are aiming for. Being humble enough to learn from their experiences will serve you well. Getting started is the hardest, but momentum that initially resists you will begin to carry you along over the rough patches. Keeping your goal clearly in front of you will keep you on track and help you recover when an obstacle suddenly appears in front of you. Most importantly, if your goal becomes your burning “YES” it will help you to easily say no to anything less.

Sailing Over the Horizon

Sailing to a destination that is over the horizon is an adventure that I enjoy. There is something so intriguing about setting my course toward something I cannot see, to go to a place I’ve never been, to move in that direction and to slowly see the destination emerge over the horizon.

Setting Your Destination

I’m not sure where you are right now, but the more important question is, “Where do you want to be?” What is your distant shore? What is the place in life that you long to arrive at? The more clearly you can define your goal the more likely you will attain it. The greatest example I can think of is the story of a 16 year old John Goddard who wrote down a life list of 127 goals and then began a life of adventure. If you want to be inspired, take a [quick look at his life story](#).

Get Started

My first sailing trip over the horizon was a trip from Martinique to St. Lucia. It’s a small trip of about 24 miles, and on that particular day the wind was blowing and creating a faint misty fog over the ocean completely blocking any view of St. Lucia. I was struck that I was completely dependent on a chart plotter, my newly acquired online Coastal Day Skipper certificate (which was an online course!) and a compass as back up. I had to muster up all my courage and put into practice my new knowledge. Sailing a charter catamaran about twice the size of my sailboat, in foreign waters.

Since then, I have acquired many more skills and tools to be able to find my way in various scenarios, but if I had waited until I had all the tools, I might never have gone sailing at all. Getting started is probably the hardest part. Newton’s first law of thermodynamics reads, “A body remains at rest, or in motion at a constant speed in a straight line, unless acted upon by a force.” Without applying force to your life, you will continue to remain in the same place, same speed and same direction. Don’t be surprised at how much resistance to change you will encounter. Forces opposing your change will vastly outnumber forces supporting your change.

Once we started on the trip and got out of the lee of Martinique, the wind was coming at a solid 20 knots (about 36 km/hr) and the swells were 2.5 – 3.0 meters all coming from the side and little behind us. There was no way we were turning around! Once you get started, Newton’s law will also apply. After the initial resistance to change you’ll find that moving in the new direction gets easier and with less effort. You will be busy just controlling and managing the circumstances that will come your way. Here is where new contacts, resources, tools and skills will begin to flourish in your life. Don’t be overwhelmed, even when you feel you are overwhelmed, your momentum will carry you through. As a captain you might be freaking out on the inside, but on the outside everything is chill.

Overcoming Obstacles

Obstacles come in two forms, expected and unexpected. Depending on your goal there will be a list of expected obstacles that you can anticipate when you begin your journey. Planning, preparation and determination will help you overcome these, pushing you outside your comfort zone. This is the challenge and the reward. Every great goal will require much from you.

But how to be ready for the unexpected? First, remember it is not ‘if’ a challenge will occur, but when. Do be surprised as though something strange is happening to you. The first day that we are on a trip with a new and often very inexperienced crew I discuss what we do in case of a man overboard scenario. I want everyone to know what to do, and also let them know that we have a plan if someone goes overboard with a fair to middling chance that we can recover them. Later in the first day I will throw a life jacket overboard and shout “man overboard!” It is often comical to see everyone’s shocked faces! Then everyone recognizes the situation and jumps to position and begin to perform their various roles. Anticipation and preparation will minimize the impact of any surprise obstacle and increase your resiliency. Haven’t lost anyone yet.

Getting Back on Track – The Third Option

When obstacles throw you off track or distract you from your journey, give yourself grace and determine to get back on track as soon as possible. But what if the obstacle is seemingly too big to overcome? Your stuck! At these times an outside opinion or perspective is helpful. You are at an impasse with your partner, you can’t get the permit, it just seems that there are only two bad options to choose from. I’ve found that in those times, when I get quiet and reflect that almost always a third option emerges. Something that is Win/Win. Something even better. Look for the third option.

The Burning Yes Will Keep You Going

It is no doubt that your challenges will sometimes leave you exhausted. There will be times when it is easy to settle for something less. Especially at those times, you need to have a burning “YES” in your life. The clear picture of where you are going, that driving purpose and goal. When you have a burning yes than it is easy to say no to the lesser things, the distractions. Your burning yes will carry you to your destination.

Happy sailing,

Frank