



## Timely Information for Personal Success

### It's Still Necessary to 'Press some Flesh'

There's a saying in the business world about the need to "press some flesh", in other words shaking the hand of a businessperson as part of a face-to-face interaction in a professional setting. But in a day and age in which we instantly connect with other people via our smartphones, tablets, online chats, etc., is "pressing the flesh" an outdated notion?

It is fascinating that in a day and age in which we are more connected than ever in *some ways*... in other ways, as we're busy texting and typing even when we ARE in person... it seems as though we are also more *disconnected* than ever!

#### Benefits of 21<sup>st</sup> Century Tools

The ease in which we can communicate with someone today is amazing. You can be in Boise and receive a text from a business colleague in Shanghai. Or you could be multi-tasking at your desk, and up pops a note from "Bob" reminding you about tomorrow's 1 p.m. appointment. There are clearly benefits to the nearly instantaneous interaction in today's professional world. And if you need a class to keep your license or other credential current, there are a growing number of online courses that can help you do just that. Another plus.

#### Benefits of Face-to-Face

But here's the rub: When you "press the flesh," you get to meet and listen to a peer in your field, even get to actually "know" this person... especially over time when you see some of the

same people at some of the same events. You are able to build relationships by engaging in important face-to-face networking... as well as the professional development you're able to gain by attending sessions *in person*.

What about the expense involved in traveling to conferences and other events? Several friends of mine travel a lot on their jobs, and I asked them, "Couldn't you just set up a video conference on Skype? Why do you have to fly there?"

They told me that it wouldn't be the same thing. Meeting someone in person, responding to nonverbal cues, remain quite different. They also noted the often-subtle cultural differences you

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## Healthy Recipe: Moist Pumpkin Bread

### INGREDIENTS:

- ½ stick unsalted butter
- ½ cup sugar
- 1 large egg
- ½ cup canned pumpkin
- ¼ cup nonfat, plain yogurt
- 1 teaspoon vanilla extract
- 1 cup flour
- 1 teaspoon (each) baking powder, cinnamon
- ¼ teaspoon (each), salt, ginger, allspice

### NUTRITIONAL VALUE:

- Calories per serving: 170
- Carbohydrates: 33 g.
- Sodium: 77 mg.
- Fat: 4 g.
- Saturated fat: 2 g.

### DIRECTIONS:

- ➊ Preheat oven to 350 degrees Fahrenheit. Spray a bread pan with nonstick cooking spray.
- ➋ In a bowl, use electric mixer to beat together the butter and sugar on high speed until smooth. With mixer on low speed, add the egg and combine. Add pumpkin, yogurt, and vanilla and mix until smooth.
- ➌ In a separate bowl, combine flour, baking powder, cinnamon, salt, ginger and allspice. Fold mixture into pumpkin mixture and combine until smooth.
- ➍ Pour into prepared pan and place in center of oven. Bake for 45-50 minutes or until a toothpick inserted into center comes out clean.

Serving size: 1 slice of bread

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## Questions and Answers

### Bothered by 'Browbeating'

**Q:** My co-worker, Rick is an underperformer who's often browbeaten by our supervisor in front of our peers. My work is considered exemplary, so I seem to be "exempt" from such berating. Still, what can I do?

**A:** First, why doesn't Rick speak to your boss? Even underperforming employees should be criticized behind a closed door. The May 2015 *Employee Assistance Report* had some great articles on this topic. They should be able to help gauge whether he is in fact being bullied. (Sounds like he is.)

Second, if you feel you have to speak out on the issue, go to your boss and calmly discuss how the matter is disturbing to others, and that such discussions need to occur in private. As a "high" performer, maybe your boss would listen. Lastly, you might want to solicit the services of your local EA professional, who consult managers as well as employees. Good luck.

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... **Press some Flesh**

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would never pick up on without being face to face. (Moral of the story: Skype is okay when a budget won't permit travel, but not all of the time!)

The next time you are at a conference or other event, be sure to introduce yourself to at LEAST several new people... **AND**... cut back on the time you'd otherwise spend on your smartphone by not only talking but also by observing your environment. Who in the room is smiling? Laughing? Deep in thought? And so on.



### Summary

*There are plenty of times when you're alone that you can be engaged on your mobile device, so take advantage of all the face-to-face opportunities you can. Don't settle for being "disconnected" by being engrossed in your smartphone, when you can "press the flesh" and be "connected."*

*Source: Mike Jacquart, editor of Employee Assistance Report. This is a version of a post that appeared on LinkedIn.*