



# *People & Solutions, Inc.*

*A Newsletter*

*June 2004*

*A Publication of People & Solutions, Inc., 108 Tanager Cr., Greer, SC 29650-3108  
1-800-447-3698 - 1-864-244-5963 - Toll Free Fax 1-877-292-2561  
E-Mail: PSTrainU@aol.com*

Issue 6

*Visit our web page: [PSTrainU.com](http://PSTrainU.com)*

Volume 06

## *The Power of Personal Development*

1. What you become is far more important than what you get.
2. What you become directly influences what you get.
3. Unless you change how you are, you'll always have what you got.
4. Income does not exceed personal development.
5. The major key to my better future is me.
6. You can't get more time, but you can become more valuable.
7. We get paid for value, not for time spent.

From Audio Series by Jim Rohn: "The Power of Personal Development"

***“HOW TO KEEP PEOPLE, PAPER, &  
PRESSURE FROM GETTING THE BEST  
OF YOU”***

**BE AWARE OF HOW OFTEN YOU APOLOGIZE!**

Women often over apologize and then harbor grudges that lead them to distance themselves from their partners. Helpful: If you notice that you apologize a lot, think about why. Next time you start to apologize, take a deep breath and wait a few minutes before saying anything. Ask yourself why you are apologizing -- Is it to avoid conflict? Low self-esteem? Did you really do anything you regret? If not, DON'T apologize.

Beverly Engel, Licensed family and marriage therapist.  
Los Osos, CA. Author of *The Power of Apology*.

***“ACHIEVING EXCELLENCE WITH PEOPLE”***

**IF YOU ARE PULLED OVER BY THE POLICE...**

Stay in your car unless you are told to get out. Be polite, but don't volunteer information. If the officer asks if you know why you were pulled over, say you are not sure -- if you say you were speeding or you ran a stop sign, it can be used against you. If the officer says you were speeding, say "I see" or don't respond. Don't argue. Don't hesitate to sign the ticket -- doing so acknowledges receipt but does not admit guilt.

Eric Skrum, Communications Director  
National Motorists Association.

***“UNDERSTANDING YOU OWN PERSONAL  
POWER WITH OTHERS”***

**Correct your Hiring Mistakes Quickly**

Make it clear that dismissal within the first 90 days need not be for cause. If possible, have the prospective employee confirm his/her understanding of this with a signed and dated form. Use the provision that if the person turns out not to be a good hire or not a good match for the job. The problem most employers face is that they wait too long -- six to eight months -- to terminate new employees.

Daniel Abramson, President  
Staff Dynamics, St. James, NY

***“ACHIEVING EXCELLENCE  
WITH CUSTOMERS”***

**Customers are created and kept by people who understand that what they are selling - - and what people buy -- are not things, but solutions to problems.**

I'm Lost...  
I've gone to look for myself.

If I should return before I  
get back,  
Please ask me to wait!

