



EmpowerChangeNow Newsletter

Life Transformations, LLC. – *empowering change*

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Life Transformations was

founded in 2003 by Joanne Aaronson. Joanne's mission is to foster empowerment in the individual to achieve his/her ideal life including relationships, career, and financial situation. Or for the executive, to achieve Enlightened Leadership to empower their best organization possible. The [Empower Change Now Newsletter](#) was started in 2007 to support this mission by sharing information about the underlying paradigm shift necessary to empower change in the individual for unlimited possibilities.



Dear Readers,

Wow, are we getting a lot of snow! Could it be time to go within and concentrate on ourselves for a change? This month's focus is on listening to our inner source when outsourcing! In addition, my Enlightened Leader spotlight is on a special person in the local community.

As usual, I welcome your comments or experiences with this material.

Always in light, Joanne

Prepare for Outsourcing by Going Within

Your company has decided to outsource part of its operations and your job is to oversee the transition – successfully! So now you have a vendor in another part of the world, most likely several time zones away, and you're communicating via email. Certainly there are guidelines on how to navigate these seas, since you're not Columbus making the first journey. But, I can tell you that there are many aspects to this voyage and your inner guide may be the best one to provide the critical map. Here are some of the key points to consider:

- ◆ Contract negotiations: don't be shy about asking all the questions up front. Sure, you provided an RFP or a list of requirements, but don't be afraid to go over each point that's important to you. It's the questions that don't get asked that come back to bite you later. Even when you think you've leveled the playing field after talking to several vendors, still go over the vital points again. How do they do business? What can you expect? Know what the plan will be (tasks, schedule and cost). Sound basic? You'd be amazed how often these essentials are missed.
- ◆ Price: You expressed concern over the price and the vendor quickly dropped theirs! Don't be surprised if the same vendor tries to make up the difference later by asking for more money at every turn. The old adage that you get what you pay for really holds true. A medium-priced vendor normally does medium quality work. Would it have been better to pay more and not have the associated hassles, time delays and re-dos that the lesser-priced vendor caused? Think it through.

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IT4DC: Networking At It's Finest!

There are huge number of networking programs in the metro DC area. What distinguishes the *it4dc* networking group from the others? In a word, or name, its Dip Chandra. Not only is he a gracious host, but he is truly concerned about the welfare of those in attendance. Over the last few months, I personally have not only enjoyed attending the IT4DC programs, I have successfully networked with IT professionals gaining several new clients along the way. In this regard, this venue provided me both a social as well as a professional opportunity. And, Dip doesn't charge to attend! He's worked out an arrangement with the locations to provide light refreshments in exchange for the drink order traffic. It's a win-win situation for all. That's how Dip thinks, acts and behaves.

In my estimation, he is the epitome of an Enlightened Leader and thus I am highlight him this month. To better understand Dip's motivations, I asked him to answer the following questions:

Describe your original motivation to start the *it4dc* networking group? – My original motivation 15 years ago was purely selfish and to promote my agenda at work. Today, that has changed and I am motivated for 3 reasons. The first is that I enjoy a good social event and love meeting vibrant, eclectic, diverse new people with all kinds of experiences and stories that will inspire me in different ways. The second is that I enjoy being the "glue" that helps to connect people whether it is for jobs or listening to a great band, or finding the right real estate agent, I want to be that person that made it happen and did everything humanely possible to help another fellow human being. Thirdly and lastly, it has provided me with my last 4 employment positions since 1999, which has afforded my family a comfortable lifestyle & potentially will be the basis of my philanthropic desires in the not-to-distant future.

What needs does the group fulfill for you? - The *it4dc* group fulfills my passion to help others, create a dynamic networking organization, connect people from all walks of life and to socialize and make new friends.

What impact do you feel the group has on others? – I know from many personal testimonials that members enjoy the "Cheers – everybody knows your name" atmosphere, the warm inviting, friendly camaraderie, the deep relationships members form that lead to special friendships, bonds, professional relationships, and business that results. Our club has provided a forum for its members to find jobs, conduct business and make some new friends besides being able to count upon twice a month a forum for which all can meet up and participate in a casual, informal, enjoyable social event.

Thanks Dip for all you do! (contact Dip at veuedom@verizon.net)



Remember:

- In helping others you help yourself
- For what you give out comes back to you multiplied!



Events and Happenings

My new book—an inspirational memoir to support those in grief and bereavement—

The Circle of Life—A Journey Through Grief to Understanding

is nearing completion. The anticipated availability is March 2010.

Please see www.josanpress.com for excerpts and book-signing events.

Contact me at joanne@josanpress.com or 703-624-0130 for questions.



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Balance Your Life Corner

Berries N "Crème"

If you've seen the ads for yogurt lately, there's a woman that practically devours the cup when she eats the contents. Some flavors of yogurt are pretty good. But have you tried Kefir? It's a cultured milk product much like yogurt but it has a drinkable consistency. I love the strawberry flavor poured over a cup of berries. It's a healthy version of berries and crème! It's a great way to add calcium to your diet while having a yummy treat. Enjoy!



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- ◆ Communication style: are you comfortable with a pure email correspondence or do you need to speak occasionally? Even with far off locations, it may help to actually talk to the person once in a while to clarify tasks and/or issues. After all, email is not an exact science.
- ◆ Quality control: you bargained the price down but what has that done to the QC? What level of monitoring can you expect? You should have a good idea of what is acceptable.
- ◆ Level of performance: this is also related to the prior point. How many people, and what skill level are involved on your task(s)? Talking to some of their other customers to get references prior to signing on the dotted line is always a good idea.

How did I learn? By making all the mistakes over the years I've written about. Listen to that still small voice inside and you won't make the same mistakes!

-When you're in negotiations – what does your gut tell you?

-When you get an unusual answer to a question, and your chest feels strange... listen.

-When you start to work with the selected vendor via email and they aren't getting it "right", begin to evaluate the style of the person. Are they more left-brained and need messages short-answer, bulleted and perhaps bolded to be clear? Or, are they ok with abstract thoughts that can be developed?

Your inner guide knows how to deal with outsourcing. Just listen and the voyage will be easier. Happy sailing!

