

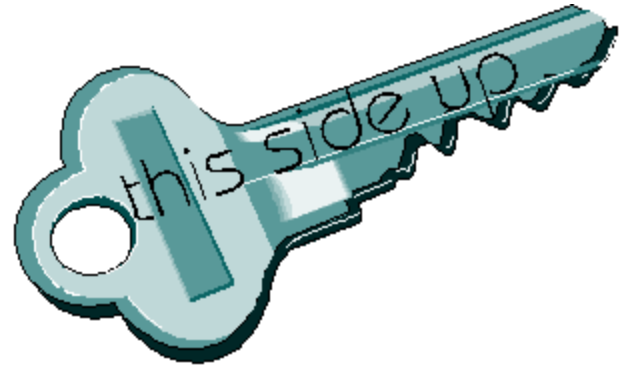


# HEAD QUARTERS

Quarterly Newsletter of  
Rachel Abramson & Associates  
Vol. 3(4), December, 1998

## YOUR KEY TO BRAINPOWER

How many of us look at an opportunity and think of all the things that can go wrong? We 'awfulize', 'catastrophise', see in our mind's eyes all the things that could go wrong. And, guess what! They usually do. However, we have the potential to channel our brain's power to work for us not against us, in everything we do. We have a key. If we draw upon this key, we can unlock our brain's potential, so that it works for us, not against us. The best news of all, is that we all have this key. The problem is that some people don't know where that key is. Others, try to turn the key the wrong way.



In order to unlock a door, we all know the importance of inserting the key in the keyhole, so that it is facing the right way up. In order to harness our brainpower, we need to (metaphorically) insert the key into our brains, so that the key is facing the right way up. In order to achieve this, there are three simple steps to follow:

Step 1: Know what it is you would like to have happen. (Your goal post). Step 2: Identify the sights, sounds, smells, tastes, sensations that you will notice all the way through to your goal post. Step 3: Rehearse. Rehearse with your mind's five senses that which you will experience, moment by moment, all the way through from beginning up to and including arrival at your goal post. Then, that's it. You're done. What did you do? You gave your brain the experience of success. Beyond that, it is just a matter of going through the motions to turn that goal into reality. This strategy will work equally well in business as it will for pleasure.

Need more help? Make an appointment with us. Be sure to tell us you need help with your key. Then, you can enjoy harnessing your brain's potential in all that you do.

## SEASONS GREETINGS

Rachel Abramson & Associates would like to take the opportunity to wish all our members, clients and colleagues a merry Christmas, happy Chanukah and all the very best for the new year.

Our doors remain open over this period, so should you need our services, we are only a telephone call away.

## OUR MISSION

To provide a professional service, using best practices.

## OUR MOTTO

Be Proactive.  
Take Charge of Your Career.  
Look After Your Health.

Membership: \$35 per calendar year.  
As membership grows, so too, do your benefits.

Members: To ensure an uninterrupted subscription to HQ and CQ, be sure to advise us of any changes to your contact details.

Applications for membership can be made by completing the reply slip overleaf. Send it, along with your cheque, to the address shown below.

Your opinions are important to us. We invite your comments, feedback, criticisms and etc. on this and future issues. Enquiries, or requests for further information can also be made to the address below.

## A QUOTATION

"Imagine your body filled with light. Breathe it into every cell. See, feel and direct the light. Imagine that every cell is being renewed, revitalised, made healthy and whole. When the entire body is filled with light, visualise it radiating from the body as far as your inner eye can see." (Greer Allica, *Meditation is Easy*, page 13).

Experimenting with the kind of activity described in this quote can be of great value to your long-term health and happiness. You may find yourself including some positive affirmations or imagining how life can be more fulfilling for you. At the very least, you will find yourself 'waking up' from such an activity feeling refreshed and energised, a feeling that can stay with you for the remainder of the day.

## RECOMMENDED READING

Charles Handy's *The Hungry Spirit* is a thought-provoking book, inviting each of us to search for 'the white stone'; to reach our own potential. This book invites us to go beyond basic survival needs and to look for ways we can leave something of ourselves

behind. Handy's book is not to be dismissed in one read, but something you will want to come back to time and time again.

Rachel is available for public speaking engagements in:

career related issues  
(eg., job hunting, women's issues, transition issues, older workers, mentoring)  
setting career/personal goals  
managing stress  
self-hypnosis  
managing anxiety  
(eg., public speaking, exam, interviews, sales presentations).

If you would like Rachel to speak before your audience, please contact her on 9578 9077 during normal business hours.

Businesses wanting to discuss deals, for members of Rachel Abramson & Associates, can contact our office during normal business hours.

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## REPLY SLIP AND / OR REQUESTS FOR INFORMATION

a) I would like to become a member of Rachel Abramson & Associates and get 5-10% off standard rates, as well as continue to receive my subscription to CQ and HQ. I therefore enclose my cheque for \$35 for my first year of membership. I understand that this will cover my membership dues until 31 December 1999.

b) I would like to book my place in the Peer Mentoring Program for Women. I therefore enclose \$220, (\$202.50 for members), being for the 1999 Peer Mentoring Program for Women. I understand that the 1999 intake will meet on the first Saturday of every month, March to December inclusive.

c) I would like additional information about the:

CAREER DAYZ™ Program*	Managing Exam Anxiety Program
CAREER DAYZ™ Interview Skills Workshop*	Overcoming Public Speaking Anxiety
r FIVE STEPS Program (to setting S.M.A.R.T. goals)*	Peer Mentoring Program for Women*
Making Self-Hypnosis and Self-Talk Work for You*	Stop Smoking Program
	Stress Management Program
	Weight Management Program

\* Please note, asterisked programs may be undertaken individually or as part of a group. In the latter case, group discounts will apply. Remaining programs are offered on an individual basis only.

d) Name: \_\_\_\_\_  
Address: \_\_\_\_\_ Postcode: \_\_\_\_\_  
Phone: \_\_\_\_\_ (bh) \_\_\_\_\_ (ah)  
Fax: \_\_\_\_\_ e-mail: \_\_\_\_\_