



Dear Janna,

As we age, we tend to think we've cornered the market on critical thinking. After all, we've had lots of practice in business and in life. But are we really thinking critically, or just defaulting to what is easiest?

What is it that makes someone a truly critical thinker?

Janna

Lost or Found: Critical Thinking Skills

What is critical thinking? There are multiple definitions, some very complex, yet the simple definition is not just the possession of skills but the ability and habit to continually use them in new and different ways. Put another way, critical thinking means using the normal to create and then apply the new.



Over the last five years I have often challenged clients and workshop attendees on their critical thinking skills. These are bright, qualified, skilled and hardworking business owners and executives who have accomplished significant challenges in their careers and business. They have worked through significant challenges and look at the world in ways that many of us don't comprehend.

Yet, when posed with out-of-the-box types of problems they find it challenging to come up with not simply a good answer, but with that "best" answer. I wonder if the day-to-day challenge of running their business environments has reduced their ability to be creative critical thinkers.

In This Issue

Lost Or Found: Critical Thinking Skills
Ode To Common Sense
Navigation Tips
Quote Of The Month

Navigation Tips

Enjoy the tips below. They are articles I have read this month which offer several different perspectives to help you navigate your business to success!

9 Signs You're Going To Be Extraordinarily Successful

See how in this revealing article from LinkedIn Guru Jeff Haden.

5 Steps To Communicating Clearly With Your Team

Amy Blackburn helps you get started today on better communication skills.

Battle-Tested Startup Advice From 6 Awesome Entrepreneurs

Tips from six finalists for National Small Business Person of the Year.

Upcoming Presentations

I had the opportunity to be the guest speaker for a high school leadership training class. There were about 30 students from about five high schools. It was a fun time of encouraging them to consider their classroom and personal goals for the next school year. Don't I wish I had that opportunity when I was 17! (But that is another topic.)

I presented them with two out-of-the-box scenarios and was looking for that elusive "best" answer. When presenting similar scenarios to business owners, they throw ideas at me for a couple of minutes - and then I give them the "best" answer. So it amazed me that within about 20 seconds a number of the students had thought of the "best" answer for my hypothetical situations.

[Read Entire Blog](#)

Ode To Common Sense

by Rob Slee

Founder at MidasNation and Robertson & Foley

Given what is happening in the world today, I thought it made (common) sense to re-run the following oldie, but goodie.

Today we mourn the passing of a beloved old friend, Common Sense, who has been with us for many years. No one knows for sure how old he was, since his birth records were long ago lost in bureaucratic red tape. He will be remembered as having cultivated such valuable lessons as:

- Knowing when to come in out of the rain;
- Why the early bird gets the worm;
- Life isn't always fair;
- And maybe it was my fault.

Common Sense lived by simple, sound financial policies (don't spend more than you can earn) and reliable strategies (adults, not children, are in charge).

His health began to deteriorate rapidly when well-intentioned but overbearing regulations were set in place. Reports of a 6-year-old boy charged with sexual harassment for kissing a classmate; teens suspended from school for using mouthwash after lunch; and a teacher fired for reprimanding an unruly student, only worsened his condition.

Common Sense lost ground when parents attacked teachers for doing the job that they themselves had failed to do in disciplining their unruly children.

It declined even further when schools were required to get parental consent to administer sun lotion or an aspirin to a student, but could not inform parents when a student became pregnant and wanted to have an abortion.

Common Sense lost the will to live as the churches became businesses, and criminals received better

On June 18, 2015, Janna will be providing an overview of her new book:

The Backpacker's Guide to Sales Success...And the 10 Things That Can Take You Off Course.

Janna will share proven best practices for establishing a strong sales infrastructure and sales team. Attendees will leave with clear steps they can take to achieve their business goals.

Co-presenting with Janna will be Kathi Gurin, Sales Xceleration Advisor and Founder of Sage Consulting, Inc.

If your sales are stagnated or declining, your annual revenue is dependent on only one or two clients, or you struggle to forecast sales and manage the sales process...join us on June 18 from 8:00 to 9:30 a.m. at Gold Hill Mesa.

Email me for information.

Keynote Presentations

Are you looking for a Keynote Presenter for your business meeting, association or conference?

Check out my **website** for presentations that might meet your needs. This is not only for Colorado, but essentially anywhere in North America.

I would love to present to your group. Give me a call for the fee structure and how to make this happen for your group.

Presentations include:

treatment than their victims.

Common Sense took a beating when you couldn't defend yourself from a burglar in your own home and the burglar could sue you for assault.

Common Sense finally gave up the will to live, after a woman failed to realize that a steaming cup of coffee was hot. She spilled a little in her lap, and was promptly awarded a huge settlement.

Common Sense was preceded in death:

- by his parents, Truth and Trust,
- by his wife, Discretion,
- by his daughter, Responsibility,
- and by his son, Reason.

He is survived by his 5 stepbrothers:

- I Know My Rights
- I Want It Now
- Someone Else Is To Blame
- I'm A Victim
- Pay me for Doing Nothing

Not many attended his funeral because so few realized he was gone.

I miss him (more likely a her) already.

- Rob

Comment directly to Rob at: rob@robertsonfoley.com

Action in Business Radio Show

The Action in Business Radio show with Janna Hoiberg is all about providing clarity to business owners and helping them achieve their dreams!

Listen to Janna talk with Frank Rudy of Revenue North about how your mindset can affect your business:

[A Mindset For Excellence](#)



Janna Hoiberg | Executive and Leadership Business Coach | 719-358-6936 | janna@jannahoiberg.com | <http://www.jannahoiberg.com>
620 N. Tejon Suite 201
Colorado Springs, CO 80903

Becoming a Person of Influence

How to be In Business With People You Love - Without Hating Them

Eating Frogs for Breakfast

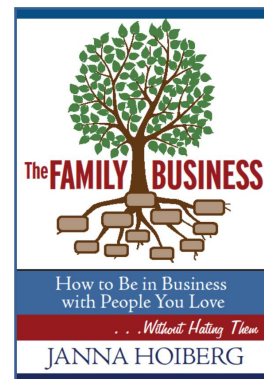
The Backpackers Guide to Business Success (NEW)

If You Build It They Will Stay - Keys to a Winning Team

Quote Of The Month

No problem can be solved by the same consciousness that created it. We need to see the world anew.

Albert Einstein



Click the image above to order Janna's latest book:

*The Family Business
How To Be in Business
with People You Love...
Without Hating Them*

Join Our Mailing List!

Stay Connected



[Forward this email](#)



This email was sent to janna@jannahoiberg.com by janna@jannahoiberg.com | [Update Profile/Email Address](#) | Rapid removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).



Janna Hoiberg Executive and Leadership Business Coach | 620 N. Tejon Suite 202 | Colorado Springs | CO | 80903