

FEAR AND GREED? NO THANKS.

A couple months ago, our Prime Minister Kevin Rudd, denounced 'extreme capitalism' as a function of both fear and greed. But what happens to us when we become fearful or greedy and why is this so important?



When we find ourselves becoming fearful, we may do one of three things: We may retreat and run the other way. We may retreat into our shells, hoping that the source of our fear passes us by. Or, in spite of our fears, we may puff ourselves up and stand ready to tackle those fears. By contrast, when we find ourselves becoming greedy, we may try to amass as much of the source of that greed to ourselves. It does not matter how much we have amassed, we still want more.

In the case of the share market, fear may translate into the sale of our investments. We may be so keen to sell out that we don't seem to care how little we may get on a sale, as long as we manage to sell out. In times of greed, we may find ourselves wanting to buy into what we see as a new opportunity. In this state, we may not seem to care how much we have to pay to get in, just so long as we can get in. (See also the accompanying issue of CQ).

However, selling out cheaply at times of fear, or buying up expensively at times of greed may not be good for your health. Practising relaxation techniques, 20 minutes a day, will do wonders at remaining cool, calm and collected, irrespective of the mood of others around you. And, when you see others around you reacting with fear or greed, it is time to take a deep breathe before making any investment decisions of your own. At the end of the day, your good health will be the beneficiary. And, you may also find that decisions made will be wiser than those made through fear or greed. So, what are you doing for your good health today?

OUR MISSION

To provide a professional service, using best practices.

OUR MOTTO

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

Membership: \$55 per calendar year.
As membership grows, so too, do your benefits.

Applications for membership can be made by completing the reply slip on the back page of HQ™. Send it, along with your cheque, to the address shown below.

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

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



REPLY SLIP AND REQUESTS FOR INFORMATION

- I would like to become a member of Rachel Abramson & Associates and get discounts off standard rates, receive calendar year subscriptions to CQ™ and HQ™, free entry to the SEMINARS OF THE FUTURE™ and PROFESSIONAL PRACTICE PROGRAM Seminars, as well as library borrowing privileges.
I would like to book into the following SEMINARS OF THE FUTURE™ and PROFESSIONAL PRACTICE PROGRAM seminars.

- 2nd March 2009: PP1: Setting Up Your Practice: What You Need to Know
3rd March 2009: PP11: Databases and How to Make them Work for You
4th March 2009: Overcoming Barriers to Your Career Success
1st April 2009: PP46: Staying 'A-live' - Reviewing the Basics
6th April 2009: PP2: Handling the Paperwork, Including the GST
7th April 2009: PP12: Websites and Marketing for the New Millenium
4th May 2009: PP3: Processes and Procedures that Work
5th May 2009: PP13: Entrepreneurial Spirit: Qualities of an Entrepreneur and How to Develop it
6th May 2009: Managing Office Politics
1st June 2009: PP4: Determining Your Price and Fee Setting
2nd June 2009: PP14: Entrepreneurial Spirit: Identifying Opportunities
3rd June 2009: PP47: Staying 'A-live' - Reviewing the Enterprise
1st July 2009: Managing Workplace Conflict
6th July 2009: PP5: Budgets and Cash Flows
7th July 2009: PP15: Entrepreneurial Spirit: Evaluating Opportunities
3rd August 2009: PP6: Marketing Your Practice: Your 'Product'
4th August 2009: PP16: Entrepreneurial Spirit: Developing Your Business Strategy
5th August 2009: PP48: Staying 'A-live' - Reviewing the Staffing
1st September 2009: PP17: Entrepreneurial Spirit: Managing Partners, Other Entrepreneurs and Venture Capitalists
2nd September 2009: Harnessing the Mind-Body Connection for Your Career Success
7th September 2009: PP7: Marketing Your Practice: Promotion Strategies that Work
5th October 2009: PP8: Marketing Your Practice: Getting Your Image Right
6th October 2009: PP18: Security Issues: Your Self, Your 'Product', Your I.P., Your Staff
7th October 2009: PP49: Staying 'A-live' - Consolidating the Growth
2nd November 2009: PP9: Marketing Your Practice: Alternate Places for Your Product
3rd November 2009: PP19: Growing Your Business as a Saleable Asset: Harvesting Your Business' Worth and Exit Strategies
4th November 2009: Unlocking Your Inner Career Potential
1st December 2009: PP20: Going Global: Issues to Consider
2nd December 2009: PP50: Staying 'A-live' - The Next Steps
7th December 2009: PP10: Marketing Your Practice: Databases for Your Practice

- I would like to order a copy of the Self Hypnosis audio tapes for:
anxiety management
resolving problems and issues of concern
sleeping well
stress management and relaxation

- I would like additional information about the:
CAREER DAYZ™ Program
FIVE STEPS Program (to setting S.M.A.R.T. goals)
Hypnotically Overcoming Pain Program
Making Self-Hypnosis and Self-Talk Work for You
Managing Anxiety Program
PROFESSIONAL PRACTICE PROGRAM Series
Self Hypnosis audio tape series.
SEMINARS OF THE FUTURE™ Series
Stop Smoking Program
Stress Management Program
Weight Management Program

FEES: 1) Membership for 2009 Calendar Year: \$55\$_____
2) Seminars: Non-members: \$22 each (\$55 if paying 'at the door')\$_____
3) Self Hypnosis audio tapes Members: \$30 each /Non-members: \$35 each
Plus: \$5.50 audio tape postage and handling fee\$_____

Note: All fees include 10% GST.

Name: _____
Address: _____ Postcode: _____
Phone: _____ (bh) _____ (ah) Mob: _____
e-mail: _____ web: _____