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Best Customers

If you own a company or have a job, there is a good chance you have what you call your *best customers*. Your best customers probably get your best service and at times you give them special attention. Your best customers feel special because they know that you care about them and want to serve their needs. My guess is that you have developed all these relationships over several years and work hard to increase the number of best customers in your business.

I love to see our grads show up at Basic Celebration to support one of their *best customers* whom they have just championed to Basic. We have grads who are in the financial services business, and when they are working with clients, they help them see the wisdom of taking care of themselves along with their money. We have grads who are nurses and doctors, and they champion

patients to Basic because they can learn to eliminate stress. We have grads who are lawyers and refer clients to help them improve their skills when they face making important decisions.

Many Life Success grads who are business owners see the wisdom of being a Champion of a customer to Basic. They know that Basic and IPI change lives, and when you help a person change his or her life, he or she will probably join your list of *best customers* or even best friends. When you send a customer to Life Success, everyone wins,

**“Why not
make 2009 your
'Best Customer' year?”**

the customer, their family, their business, and you.

We are ready at Life Success to give your cus-



*Mike Monahan
executive director*

tomers the very best treatment and make you, the champion, their hero. All we need for you to do is to call us, bring them to a Basic Intro, or let us know how we can help you inspire them. Why not make 2009 your “Best Customer” year? We can make the difference— from regular to best customer. Give Melissa or Michelle a call. They are ready to make you look good!

Vision

Life Success Seminars will be nationally recognized as the champion for personal excellence.

Mission

Our mission is to provide educational opportunities and resources to assist individuals in discovering their path to personal success in life.



We have a unique approach and teach people how to develop better relationships, enjoy higher confidence, and lead happier, more successful lives.

Life Success Seminars provides opportunities for development of more responsible, reliable, and healthier leadership by offering the very best seminars to assist individuals and businesses.

Life Success Seminars Staff

Michelle Aufdenkampe
Melissa Heald
Coleen Honold
Mike Monahan,
Executive Director
Nancy Monahan
Jim Sweeney

West Chester Conference Center Staff

Kathy Ainslie
Debbie George

Board of Trustees

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Larry Gray, Secretary
Susan Grundy
Tim Hecker, President
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Mike Mathile

Foundation Board

Susan Branscome, President
Gary Hunt
Wayne Lurix
Tim Mathile
Laurie Posey
Dan Rolfes
Al Stuempel

March Madness!

“March Madness,” is not just a basketball tournament, but how a lot of people feel after a long, hard winter. March is usually when some folks around here ask the question, “why do I live in Cincinnati?” Is there a good answer at this time of year? After several months of limited sunlight, shoveling snow, and driving on black ice, you can definitely feel the stress of the winter. Usually that feeling is one of being out of control.

Now, if you are feeling that same way, we have an idea that might help you get back on track and get some zest in your step while you wait for spring.

You could sign up for Next Step with a few friends and enjoy five days of laid back centering. If you have never experienced five days of centering with Steve Sherwood and he does not ask you tough questions – you should. Even better, you may get to ask him a few questions that he can’t answer!

Next Step is all about your joy, your peace, all the reasons you went to Basic and IPI in the first place; to allow people to express their joy inside, and living from that spot all the time. Are you ready to express your joy? If so, call us to reserve your spot in the March 25-29 Next Step.

LSS only offers it twice a year (spring and fall), so what better way to start the season of renewal than relaxed, refreshed and seeing anew the beauty inside you, and all around you.

After IPI, it is the logical “Next Step.” What else is there?

The Next Step March 25-29, 2009

SPECIAL OFFER:
Bring a friend and you
EACH receive a \$100
off the \$1095 tuition!

Good only for the
March 2009 Next Step.

“Blueprint” for Success

By Mike Monahan, Facilitator

Back in my high school days, I took a few mechanical drawing courses, and for some reason I really liked the amount of detail involved in the process. I learned that it was important to be exact when drawing something to scale, because how I drew it would be how it was built—exactly to my specifications.

After a tour in the Army, I spent twenty-one years in the construction business working with blueprints. A blueprint, for anyone who doesn’t know, is a series of detailed drawings used to construct a building internally and externally. The whole construction process, from start to finish, is done according to the blueprint.

What most people don’t realize, is that your life works much the same. You have an internal blueprint and your life results are a reflection of your blueprint. Imagine a life that is picture perfect? That is what I am suggesting.

The Blueprint Seminar will give you an opportunity to identify the elements of your blueprint and see how your current actions reflect your blueprint. Although it is not necessary to understand why you do certain things in order to change, it always helps to have a clear picture. *You can’t revise what you don’t know!* In this one-day seminar, you will walk away with a clearer picture of what is driving your behavior and what to do differently. The Blueprint Semi-

nar will be held **May 16, 9:00 a.m. to 4:00 p.m.**, and it is open to the public. The cost of the seminar is \$250. Bring a friend and you both receive a \$50 discount, which includes course materials and lunch. Seating is limited, so to reserve a seat for you and your friends, contact Michelle or Melissa at 513.874.0555, or go to LifeSuccessSeminars.com and click on Blueprint.

Blueprint May 16, 2009

9:00 - 4:00

Cost: \$250
(includes lunch)

Bring a friend and you each
receive a \$50 discount!

The Power of Connections

You may know the concept of “six degrees of separation”—that idea that a person can connect to anyone else in the world through no more than six other people. The process is that you tell everyone you know that you want to meet someone, and they tell everyone they know, and so forth through six levels—and you will find a connection to the person you want to meet. I didn’t believe it at first. When a friend explained the idea to me, I expressed doubt that I could meet the Pope through just six people. Then his wife told me her brother was one of the Pope’s secre-

taries! (I have yet to meet the Pope.)

Imagine your world filled with connections to people

“When a friend explained the idea to me, I expressed doubt that I could meet the Pope through just six people.”

who have the tools and the power to reach their dreams and help you reach yours, people with whom you have stronger, more fulfilling rela-

tionships. Would you like to live in that world?

One way to make that happen is to champion your family, friends, and co-workers to Basic. Then, help them champion the people they care about! All it takes is a conversation about your experience and their permission to have either Melissa Heald or Michelle Aufdenkampe, LSS’s enrollment team, talk to them. You make the introduction, and we take it from there.

Change your world by becoming a champion. Expand your circle of influence. Connect the people you care



*Jim Sweeney,
VP of business affairs*

about to Life Success. Harness the *Power of Connections*.

Intro to Basic

Do you want to introduce a friend, family member or co-worker to Life Success? Now is your chance. Our next **INTRO** is on **Tuesday, May 5, 2009, at 7:00 p.m.** Guests will experience a one-hour snapshot of the Basic Seminar. *Be a Champion!* Register for the complimentary Intro at www.lifesuccessseminars.com.

Breakfast Networking At Its Best

Join us for our next networking breakfast! The West Chester Conference Center, in cooperation with the Cincinnati *Business Courier*, features a breakfast, speaker, and time for networking, once a month on Tuesday mornings from 7:30 a.m. – 9:00 a.m.

As always, there is a full buffet breakfast with plenty of hot coffee. If you pre-register the cost is \$15 or \$18 at the

door. To register, e-mail Michelle Aufdenkampe at Michelle@WCCConfCtr.com or call her at 513.874.0555.

Upcoming Breakfast Dates

- March 17
- April 21
- May 19

Our speaker for **March 17** is nationally recognized sales agent, **Walt Gerano of the Anthony Cole Training Group**. Walt’s Topic will be “Unlimited Referrals.”



WEST CHESTER
CONFERENCE CENTER

Do You Receive the Weekly Enews?

If not, go to www.LifeSuccessSeminars.com and sign up for the email newsletter.

Stay current with all the upcoming dates and news of what is happening here at Life Success!

Check out ...

the article on Life Success and Mike Monahan in the February 27 edition of the *Business Courier*

or type this link in your web browser ...
<http://cincinnati.bizjournals.com/cincinnati/stories/2009/03/02/smallb1.html?surround=etf>

Plans are Becoming Results!



Congratulations to all of the participants of “The Plan” in January who are out there working their plan for 2009.

Finding Freedom ... Home Study Info Evening

If you have read Steve Sherwood’s book, *Finding Freedom*, (or if you haven’t, now is the time!), a perfect opportunity has become available to take it one step further and unlock another piece of your greatness!

On **Tuesday, March 17**, Steve Sherwood will present an evening to learn about the new Home Study course that is a companion to his book, *Finding Freedom*. Developed by LSS grad Larry Watson, it is designed for a group of 6-8 people over a 10-month period.

There is a group that has been meeting for the past six months, and here is what one of the participants had to say about the course:

“What a blessing! By making the Finding Freedom Home Study available, Life Success Seminars has again provided me the opportunity for amazing growth.

Twenty years ago in Basic, that perfect song chosen for me by a seeming stranger was “I Can See Clearly Now.” Today, through the Finding Freedom Home Study, that song rings even truer for me. I am being renewed by a clear, honest look at my behaviors and intentions. I am feeling revitalized and limitless again.

I’ve accomplished the

goals and realized the dreams I left Basic with twenty years ago and much, much more. Through the Finding Freedom

“I am being renewed by a clear, honest look at my behaviors and intentions.”

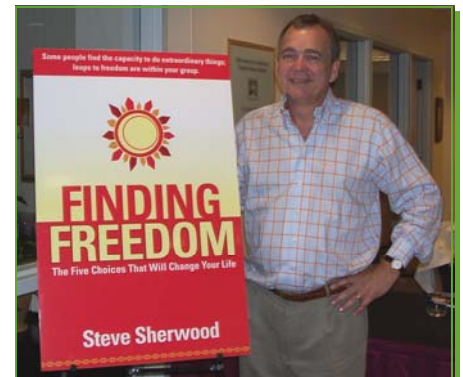
Home Study, I’m discovering even more truths about myself and new dreams are developing. Hot dog!

These miracles have been fostered by the power of a small group Home Study gathered for the purpose of supporting and encouraging each other. The honest, open insights lovingly shared by group members have been invaluable gifts to me.

Many thanks to Steve, Larry and Mike for making this program possible.”

~Dianna Lynn Schuster

This information evening is from **6:00 p.m. to 8:00 p.m. on Tuesday, March 17**. Please call the LSS office to register.



Annual Meeting Review

From the President, Tim Hecker

January's annual meeting represented my second as president of the board of trustees and I want you to know it continues to be a privilege to serve you, our graduates and lifetime members.

At this time, I would like to thank Ron Rosselot for his stirring words at the meeting, and to Ray Fitzgerald, for six years of dedicated service to the board of trustees, above and beyond the norm. Welcome to our new and re-elected board members, Mike Mathile, Dan Fisher, and Gary Hunt. Our organization has a dedicated board of trustees that believes in our mission and vision, and makes my job as president easy.

2008 represented both a great year for our company, with continued progress toward our vision and mission, and a challenging year as the economy affected our students ability to attend our programs.

Some of the accomplishments you have seen in 2008

include our new logo and look being integrated into all of our materials. We've expanded our programs and they've been well received, and our Leadership training continues to be full. We held our second annual Gathering of Greatness, where we announced our official kick-off of the Foundation fund-raising campaign to allow us to offer scholarships and keep our programs affordable.

These are wonderful accomplishments in their own right; however, the accomplishment that I am most proud of, is an increase in the number of new students attending Basic and IPI. After all, that is what we are all about! Without the efforts and support of you, our fellow grads, and the amazing staff, this would not be possible. Thank you to all of you who inspired someone to our programs.

Throughout the year, you will hear more about the Foundation campaign to continue to raise funds for the scholar-

ships and affordable programs we continue to offer. We believe that our programs should be accessible to all people — and that everyone can foster his or her individual greatness! With your support and/or tax-deductible donation, you can help send someone to Basic.

So what does 2009 and beyond bring for Life Success? What is the focus?

- 50 new students in Basic
- Additional IPI's
- Continue to develop new programs for grads and the public at large.
- Build a bigger alumni organization.
- Develop a long-range solution to the challenges that other facilities present.

Once again, I feel privileged to serve you, our grads, in support of the great work your staff, your board and fellow grads do. The impact of Life Success in our families and communities is too important to leave to chance. Thank you for your support in the past, today, and in the future.



About Lifetime Members

Life Success Seminars was formed in 1985 as a 501 (c) (3) non-profit organization. Our grads wanted a way to continue to support the programs and *Lifetime Membership* was created and now includes hundreds of people locally and across the country.

For a \$100 one-time fee, (which is tax-deductible) graduates of any Life Success

Seminar program can join this group, which gives them voting rights on policies, procedures, and election of Board Members. Those who have completed both Basic and IPI who are also Lifetime Members can run for the Board and help set policy.

If you are interested in becoming a Lifetime Member contact us at 513.874.0555.

How Are Your Leadership Skills?

Life Success Seminars is offering a free Leadership Training to all grads. The three-hour course is taught by Mike Monahan and Kathy Marx.

Leadership Training has been established to provide grads with additional skills and learning experience. These skills can be applied to everyday life as well as for those who wish to group lead the Basic Seminar. Life Success is committed to providing students with everything they need to be the best leaders they can be.

The next leadership training is scheduled for **May 6**

from 6:00 p.m. - 9:00 p.m. If you were unable to make the training last quarter, we hope that you will put this date on your calendar and join us in being the "best of the best."

Any graduate that goes through the free training in 2009 and group leads in 2009 will receive \$50 off the \$100 Basic group leading fee. Seating is limited to 50 grads (the last session was filled to capacity!) so call the office today at 513.874.0555 or register online at lifesuccessseminars.com or you stop by and register in person (before May 6).

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Facilitator

Mike Monahan

Coordinators

Michelle Aufdenkampe
Melissa Heald
Mike Heald
Julie Hogan
Nancy Monahan
Dan Rolfes

Group Leaders

Laura Barnes
Christine Bunnell
Mary Conlon
Michael Freeman
Bill Hesch
Coleen Honold
Bettie Kohl

Gail Rolfes

Mo Salchli

Shelly Steffen-Byrne

Mike Ward

Volunteers

Debbie Brown
Tim Butler
Laurie Cobb
Evelyn Fiedler
Doris Gibbons
Alan Haid
Tim Hecker
Michelle Herling
Brian Hodges
Richard Izzi
Jonathan Katz
Sandy Maggard

Jennifer Ondr

Amber Sea

Marcus Sea

Alicia Spencer

Sarah Stegman

Jena Stephens

Champions

Ann Abenti
Michelle Aufdenkampe (3!!)
Joe Bailey
Linda Bassett
Christine Bennett
Jim Bennett
Wray Blattner
Bruce Campbell
Mark Casella (4!!!)
Janet Chahrouh

Chris Clawson
Chris Conlan
Courtney Cox
Mike Edwards
Lisa English
Clare Evers
Jamie Gunn
Ruth Sara Hart
Melissa Heald (2!)
Rachel Hecker
Tim Hecker
Michelle Herling (2!)
Bob Herling
Mary Hladio
Deb Hunt
June Izzi
Richard Izzi
Susan Lamb
Gini Love
Karen Lurix
Bill Lyon (2!)
Jenn Malone
Elaine Margolis
Stephanie Marx

Michelle Mathile
Tim Mathile
Mike Mathile (2!)
Bob Mc Conkey
Susan Mc Namara
Mike Monahan
Nancy Monahan
Mary Ellen Moore
Scott Nicholson
Pam Painter
Laurie Posey
Dan Rolfes
Neal Schulte
Renee Shell
Tina Shell
Alicia Spencer
Sarah Stegman
Jim Sweeney
Mimi Tagher
Randy Vondrell
Ann Weber (2!)
Elaine Wiesmann
Sam Wilder
Snow Wilfong

BASIC

Facilitators

Kathy Marx
Mike Monahan

Coordinators

Michelle Aufdenkampe
Melissa Heald
Mike Heald
Maggie & Tim Hecker
Nancy Monahan

Group Leaders

Estella Campbell
Susan Griffiths
Karen Hoskins
Dave Lemen
Bill Lyon
Judi Meyer
Karen Miltenberger
Tony Miltenberger
Kim Myers

Matt Scheffer
Donna Wehmeyer

Volunteers

Tim Butler
Pam Fox
Bill Gupton
Sam Hartsock
Michelle Herling
Dan Kemper
Caryn Miller
Jodie Ponchot
James Stephens
Jim Sweeney
Karla Wilson
Kelly Wright

Champions

Michelle Aufdenkampe
Mark Casella
Mary Chapman

**F
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Chris Clawson (2!)
Sandi Eucks (2!)
Pam Fox (2!)
Rich Heidrich
Missy Helmes
Brian Hodges
Tammy Huber
Deb Hunt
Michael Jordan
Bill Lyon
Travis Maier
Tim Mathile

Lisa Mullen
Kim Myers
Tiffany Ogburn
Scott Paschal
Heather Rahn
Dan Rolfes (2!)
Katie Scheffer
Amber Sea
Denise Sullivan
Sam Wilder
Karla Wilson
Kelly Wright

January IPI

Facilitators

Ty Camacho
Steve Sherwood

Greeters

Michael Freeman
Patty Anderkin-Ball
John Ball

Group Leaders

Chris Clawson
Larry Gray
Lynn Gray
Andy Lewis
Wayne Lurix
Laurie Posey
Ron Rosselot
Steve Tieber
Susie Tieber

Grads

Paul Bruggeman
Gina Brumley
Toni Fader
Doris Gibbons
Peg Kaufman
Gail Lundgren
Travis Maier
Laura Mc Intire
Scott Paschal
Becky Propps
Katie Scheffer
Ben Scheller
Leigh Smith
Marilyn Zelcer

*Congratulations to
these folks who
"weathered" a
level 3 snow emergency
Wednesday morning of
IPI to get things started.*

*Talk about
commitment!*





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Address Change?

Please contact the office if you move or no longer wish to receive the newsletter.

www.LifeSuccessSeminars.com

Coming Up

**Next Step
March 25-29**



**Intro
May 5**



**Leadership
May 6**



***New Seminar!!!*
Blueprint
May 16**

- March 5-8 **Basic (Celebration Sunday 5:00 p.m.)**
- March 17 Networking Breakfast, 7:30 a.m.
- March 17 *Finding Freedom* Home Study Info 6:00 - 9:00 p.m.
- March 18-22 **IPI (Celebration Sunday 4:30 p.m.)**
- March 25-29 **Next Step** at Grailville
- April 2-5 **Basic (Celebration Sunday 5:00 p.m.)**
- April 21 Networking Breakfast, 7:30 a.m.
- April 30-May 3 **Basic (Celebration Sunday 5:00 p.m.)**
- May 5 **Intro: An Introduction to Basic**, 7:00 p.m.
- May 6 Leadership Training, 6:00 - 9:00 p.m.
- May 16 ***New Seminar:* Blueprint**, 9:00a.m. - 4:00 p.m.
- May 19 Networking Breakfast, 7:30 a.m.
- May 27-31 **IPI (Celebration Sunday 4:30 p.m.)**
- June 4-7 **Basic (Celebration Sunday 5:00 p.m.)**

