



of the Month

You call it a tip I call it a pick.

My pick of the month is: Get rid of the chemicals. Now before all of you beauticians March on Robin, let me explain my first pick. Getting rid of the chemicals simply means that you get back to your core offerings—those purposeful ideas and actions that make you — well — you. Minimize those people, organizations and processes that claim that they will straighten you out by adding life-altering substances — whether it's ideas or actions — to get you back to your best self. Without knowing their purpose in straightening you out, how will you know your reaction when you come in from this process?

De-chemicalize your purpose by extracting those internal attitudes that might harm your core, including anger, complacency, and fear. Get rid of the external elements that seek to stymie your growth, like artificial alliances and protectionist policies. While I will agree that you need challenges in your life for effective personal growth and professional development, I also believe that these challenges should not break down your life's purpose. Remember, you can't climb a smooth mountain, and your 'fro will give you something to hold on to on your way to the top — your personal top.

Robin



# Find our 'Fro™

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## Woman Picks Through Her Life & Finds Her 'Fro

Audrey (not her real name) has gone through the first 33 years of her life with grand success. A corporate lawyer, she had won case after case in the personal products firm where she had been employed since graduating with honors at an Ivy League law school ten years earlier. Audrey's name was whispered in the company's boardroom and mailroom as the one to watch. She was frequently called upon to mentor the new legal hires and was always invited to speak at the annual stockholders' meetings. She was sure to become the youngest VP; most expected her to become the company's president before she turned 40.

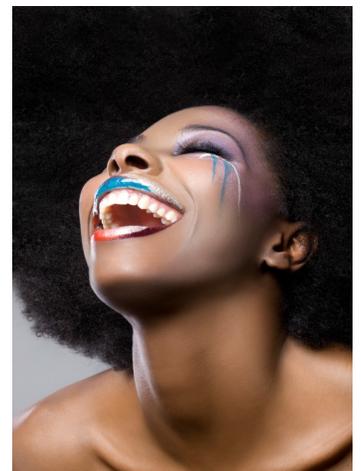
Yet Audrey knew something was amiss. She couldn't understand why she never quite rejoiced in the many professional victories or the countless community accolades for the thousands of hours of *pro bono* work for people who were unjustly accused of removing their mattress tag. "It is, after all, their mattress," Aud-

rey was constantly proclaiming.

Then her life changed.

Last summer, Audrey had just attended a day-long ethics workshop in order to comply with her state's continuing education requirement when she happened upon a group of colleagues in an obviously jovial mood at the bar. "Boy, that must be some exceptional elixir," she said somberly, sauntering up to the group. They simultaneously laughed and Randy, the firm's senior governmental affairs attorney, handed Audrey the earphones to a portable CD player. "Listen to this motivational talk and you'll understand why we're smiling," he said. "And no, it has nothing to do with the bar or the beverages."

Audrey hesitantly put the earphones on and, in an instance, was blown away by the humor, honesty, and sheer gravitas of the recording. "Who is this woman?" she asked, uproariously laughing and nodding her head in agreement to the messages in her ear. The group laughed



again. "That's Robin Reshard," said Randy. Ky, the firm's newest environmental attorney, said, "We'd better step back. It looks like Audrey is finding her 'fro!"

The next day to the shock of everyone except Randy and Ky, Audrey resigned from the firm. She's now the proud owner of Audrey's Acupuncture. When asked why the unusual career change, Audrey replied, "I found out I was sticking it to people in the wrong way. Now, thanks to Robin, I'm living a life of purpose and passion. I've found my 'fro!"

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