

# You're The One Newsletter

GO THE EXTRA MILE!

Issue 12 Vol 10 October 2017

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## COMING SOON TO THIS SPACE!

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## What's New With Karen

Welcome to October 2017! During September, I took my Mother, for 5 days of much needed down time to the Gold Coast where we could experience some rare moments of pure pleasure (without pressure). During this time of rejuvenation and upon our return, I noticed a certain kind of inspirational person. *The shop assistant who goes out of their way to help you get that rare item. The hotel GM who smiles and greets you with warm greetings each morning as you collect your Barista made coffee. The kind colleague who reaches out to us with words of kindness and support. The wonderful manager who understands and nurtures our humanity, along with our skills. The beautiful person who drives for 3 hours to connect and form a new friendship. Our family members/close friends whom we know we can rely on to help out with guidance/advice if needed.* I simply love these people - they make the world a better place. Their attitude of 'saying yes' and their 'joy and willingness to help' makes them shine out like rays of sunshine. So for October, I encourage us all to get on board the train, and be willing to say 'yes, how can I help'. Love Karen xxx

## Mojo Tip: Appeal on Behalf of Others!



Entertainer, Ricky Martin Appeals on Ellen Show for Puerto Rico post Cyclone Maria

The 10th step on your marvellous Mojo mindset is to reach out to others who need your help, especially those whom are going through tough times. My role model this month is probably my favourite celebrity - Ricky Martin. I've always loved Ricky Martin, but my admiration and respect grew enormously when I saw him interviewed on the Ellen DeGeneres Show on Friday to appeal for donations to help Puerto Rico in the aftermath of the devastating Hurricane Maria. Ricky was visibly emotional as he addressed the audience and detailed the dire situation in his native country. (This excerpt following is taken from an ABC News Bulletin so that it is not watered down and I hope you, too, feel the sentiments of what it means to be a person who truly reaches out and goes that extra mile for others as Ricky Martin so beautifully states):

*"Right now, there is no water, no electricity, no food, no medicine, no diesel for the generators that will make the hospital work. People are dying," he said. He continued, "So as a Puerto Rican, as an American that I am, I'm here to ask for your help." While he thanked all those who have already contributed and supported, he noted that there was still much more to be done. Ricky encouraged people to donate to his catastrophe fund on*

[YouCaring.com/RickyMartin](http://YouCaring.com/RickyMartin). The situation is particularly personal for him because some of his family still lives in Puerto Rico. "I was five days without being able to talk to my brother and my father is there and my father is sick," Ricky said. "I need to get him out of the island as soon as possible but unfortunately, the airport is destroyed." Ricky's hurricane relief fund is currently nearing its goal of \$2 million. I've kept this Life Coach Tool purposefully short and sweet to show how powerful our words, thoughts, prayers, petitions and actions can make when we step out and appeal on behalf of others. We never know what is truly going on in another's life (even underneath the smiling façade) unless we reach out and draw them closer with our kindness, love and support. God Bless those that do. Love Karen xxx

## Life Coach Tool: Ways to Go the Extra Mile



### Napoleon Hill, 'Going the Extra Mile'

I came across a website of inspiring messages and articles (by Keith Ready). I, like Keith, am motivated to share its message. You too may want to also pass on to your friends, colleagues and those close to you in your life as it is about the profound effects of going the extra mile, written by Napoleon Hill. It can be life changing.

*"An important principle of success in all walks of life and in all occupations, is a willingness to "Go The Extra Mile "; which means the rendering of more and better service than that for which one is paid, and giving it in a positive mental attitude. Search wherever you will for a single sound argument against this principle and you will not find it, nor will you find a single instance of enduring success, which was not attained in part by its application. The principle is not the creation of man. It is a part of Nature's handiwork, for it is obvious that every living creature below the intelligence of man is forced to apply the principle in order to survive. Man may disregard the principle if he chooses, but he cannot do so and at the same time enjoy the fruits of enduring success. The advantages of the habit of going the extra mile are definite and understandable. Let me examine some of them and be convinced. The habit brings the individual to the favourable attention of those who can and will provide opportunities for self-advancement. It tends to make one indispensable, in many different human relationships and it therefore enables him to command more than average compensation for personal services. It leads to mental growth and to physical skill and perfection in many forms of endeavour; thereby adding to one's earning capacity. It protects one against the loss of employment when employment is scarce and places him in a position to command the choicest jobs. It enables one to profit by the law of contrast since the majority of people do not practice the habit. It leads to the development of a positive, pleasing mental attitude, which is essential for enduring success. It tends to develop a keen, alert imagination because it is a habit, which inspires one continuously to seek new and better ways of rendering service. It develops the important quality of personal initiative. It develops self-reliance and courage. It serves to build the confidence of others in one's integrity. It aids the mastery of the destructive habit of procrastination. It develops definiteness of purpose, insuring one against the common habit of aimlessness. There is still another and a greater reason for following the habit of going the extra mile. It gives one the only logical reason for asking for increased compensation. If a man performs no more service than that for which he is being paid, then obviously he is receiving all the pay to which he is entitled. He must render as much service as that for which he is being paid, in order to hold his job, or to maintain his source of income, regardless of how he earns it. But he has the privilege always of rendering an "overplus" of service as a means of accumulating a reserve credit of goodwill,*

and to provide a just reason for demanding more pay, a better position, or both. Every position based upon a salary or wages provides one with an opportunity to advance himself by the application of this principle, and it is important to note that the American system of free enterprise is operated on a basis of providing every worker in industry with a proper incentive to apply the principle. Any practice of philosophy which deprives a man of the privilege of going the extra mile is unsound and doomed to failure, for it is obvious that this principle is the stepping-stone of major importance by which an individual may receive compensation for extraordinary skill, experience and education; and it is the one principle which provides the way of self-determination, regardless what occupation, profession or calling the individual may be engaged in. In America, anyone may earn a living without the habit of going the extra mile. And many do just that, but the economic security and luxuries available under the great American way of life are available only to the individual who makes this principle a part of his philosophy of life and lives by it as a matter of daily habit. Every known rule of logic and common sense forces one to accept this as true. And even a cursory analysis of men in the higher brackets of success will prove that it is true. It is a well-known fact that Andrew Carnegie developed more successful leaders of industry than has any other great American industrialist. Most of them came up from the ranks of ordinary day labourers and many of them accumulated personal fortunes of vast amounts, more than they could acquire without the guidance of Mr. Carnegie. The first test that Mr. Carnegie applied to any worker whom he desired to promote was that of determining to what extent the worker was willing to go the extra mile.

*Napoleon Hill spent most of his life studying the most successful entrepreneurs in American history. He analysed men like Ford, Edison and Carnegie at length. He concluded that success followed predictable and distinct patterns of behaviour. He suggested that all men and women have similar options open to them. He argued that great success and achievement were available to any and all who would choose to follow certain requirements which he spelled out in his many books, Mr. Hill was the architect of the philosophy of success. He was a pioneer and an original thinker. Many books and articles have copied his ideas, but he remains the master. Of all the great human accomplishments in the 20th century, the judgement of history will inevitably rank the commentaries of Napoleon Hill among them. I hope you will in some small way benefit from this article.*

### **Be Inspired Article:10 Questions with Dehanne Miles!**



#### **Who is the real Dehanne?**

My original dream was to be a fashion designer. I started studying Art and design for 3 years then went to Uni and studied Fine arts. I deferred and never went back, due to a lack of funds. I've been in the corporate world ever since. My passion is travel, I love it, I was in over 17 cities in the year 2015, that should give you an idea of how dedicated I am to learning new cultures. My favourite city is in India called Pushka, there was a camel fair last Nov and the amount of people that visit this tiny city is amazing (the colour, the spectacle of the fair and the religious aspects makes this a world of its own, simply stunning.) I'm currently working at a prestigious car dealership, where I am the Administrator in the service department. A great little role where I work hard, give 100% and then do it all over again the next day.

**Which five words best describe you?**

Loyal. Spiritual. Positive. Compassionate. Adventurist.

**What was your first job and what path have you taken since then?**

My first professional job was PA to an Entrepreneur, this job was varied, exciting and I was exposed to all facets of business from handling a property & stock portfolio, he also invested in theatre and TV. From there was fortunate to be headhunted into a major construction company where i stayed for 10 years. I then moved into an 'A' level sporting club, where all my skills set where utilised to their full potential. I truly believe that where I am I'm supposed to be, all jobs have led to a better working life.

**What's your proudest achievement?**

Moving Over Seas and living in Lima, Peru for over 4 years, returned back to Melbourne last year.

**What's been your best decision?**

When I returned to university to complete a marketing and PR degree. This took its toll, balancing work and school, but it's served me well in all roles from then on.

**Who inspires you?**

I'm inspired by good people, helpful people and people who always go that extra mile, asking for nothing in return. True empathy is organic and not forced, you feel it more than notice it.

**What are you passionate about?**

I'm passionate about travel, learning new cultures, seeing new sights and discovering how history shaped each country.

**What's the best lesson you've learnt?**

Not to be so quick to judge, in any aspect of life.

**Which person, living or dead, would you most like to meet?**

The Queen, she has seen more of life and history than anyone I could imagine; name any person in the 20th century and she would have met them, she would be a wealth of knowledge.

**What dream do you still want to fulfil?**

Trekking to base camp at the foot of Mt Everest.

**What are you reading?**

'Grace Jones - I'll never write my memoirs' (a fascinating read, everything from religion, living in Jamaica, then off to the runways of Paris).

**Daily Hint: Daily Reminder to 'Go The Extra Mile'**

Thank you! Your Daily Hint this month is to find a way daily to develop the habit of 'going the extra mile.' Start your day with this concept in your awareness and find new ways of hardwiring this into your brain. It takes 21 days to change a habit so by the end of the month you would have created a life changing mindset that will help you live a more fulfilled, happy, and successful life!!

*I am so looking forward to more of your feedback, suggestions, or what you would like to see in this newsletter! I'm so excited to introduce you to the beautiful 'ray of light' Dehanne Miles. Dehanne and I first met when I took my Mini in for servicing in Kingsway in Melbourne. Dehanne always greets me with a warm smile, my 'skinny mocha' and then have one of her valet drivers, drive me to work (only 5 minutes away). She is my softener in my busy, rushed, stressful schedule, and nothing is ever too difficult. Dehanne is an Auntie like myself and I am sure her nieces and nephews bask in her glow when in her wonderful company. Thankyou Dehanne for always going the extra mile. You are a rare gem!*

*'There are no traffic jams when you go the extra mile.'*

*'-Zig Ziglar-*

Yours sincerely,

*karen vella*

*yto owner & founder, performance consultant & life coach (cert iv)*

*yto nlp practitioner (nlp, Time@Line Therapy, Hypnosis, Coaching*

*M:0419570011 |*

*E:karen@youretheone.com.au | W:www.youretheone.com.au*

**THANKYOU**

**FOR GOING THE EXTRA  
MILE FOR ME!!**

***I Noticed & Appreciate You  
More Than Words Can  
Say!X***

**Offer Expires: 31 October 2017**

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[karen@youretheone.com.au](mailto:karen@youretheone.com.au)

