

# MINDSONAR ME

*International MindSonar Community Newsletter*



## WORDS FROM JAAP

*Hi Everybody!*

*Corona seems to be with us for a while longer. So first of all: Speak in a friendly manner with your immune system! Encourage it to do its job with gusto!*

*Were you thinking: "I want to do (more) new things online"? Then we have something good for you: a new course called 'Building a Product Powered by MindSonar'. In 12 weeks from wishing to having. Own your own product! Starts September 2.*

*Because you are so much more...  
Jaap Hollander - MindSonar Founder*



## MINDSONAR NEWS HIGHLIGHTS

- **Webinars.** Dr. Jaime Leal: *Going through the funnel of success.* Sponsored by the ICF, **May 7th** 19:00 hrs - Argentina. *MindSonar Continuous Education* with Pedro Saldivar, **May 13th** 19:00 hrs Mexico. *How to do F5 during quarantine*, with Jaime Leal, **May 18th** 19:00 hrs Mexico. [More info](#)
- **Webinars.** Ian Clarke: 10-week programme, *Building your Referral Marketing Plan with MindSonar*, **May 11th** 14:00 GMT. *How to elevate your referrals*, **May 14th** 14:00 GMT. *Introduction to MindSonar* **May 28th** 19:00 GMT [More info](#)
- New International On Line MindSonar Course: *Building a Product Powered by MindSonar*, with Jaap Hollander and Bianca Negron. Starts **September 2.**



## MINDSONAR APPLICATIONS SHOWCASE

*CONFLICT - Merely identifying and sharing the differences in thinking style and values between two people - or within a team - allows people to understand others uniqueness and how they process the world around them. Once shown, this avoids negative and less helpful labels and enables people to use others styles as resources rather than seeing them as obstacles.*

*As a MindSonar Professional you may have heard this one: "I discovered that he/she is not an bad person, they just have a different thinking style..."*

## MINDSONAR PROFESSIONALS GLOBALLY



### MEET PETER ROLLAND

Peter applies emotional intelligence in the workplace to improve individual performance, team dynamics and organisational culture. A Registered Nurse and Honorary Lecturer at City, University of London, Peter focuses his efforts on improving healthcare services.

Peter applies his skills to enable others to understand their thinking style and the impact this has on their behaviours and their relationships with others.

Peter is a strong advocate and regular presenter on MindSonar webinars. Peter identifies Mindsonar as the most granular and specific measurement to aid in understanding alongside effective coaching which develops lasting changes for individuals.

[Say Hi to Peter](#)



## RECOGNIZING MINDSET



### What is the Entrepreneurial Mindset?

- Grave Drives: **Orange** - results & success, **Red** - courage & strength.
- Meta programs: **Proactive, Internal Locus of Control, Internal Reference** and **Future**.
- "Predict the future by creating it!"
- "Don't let others convince you that the idea is good when your gut tells you it's bad."

## Article MEASURING THE LEADERSHIP MINDSET - PART 3

By Jaap Hollander

**Engagement** - When it comes to attracting people, a leader minimally needs to be active in 'promoting' their vision. And they need to infuse that promotion with enthusiasm and confidence.

"Leadership", former US president Clinton says, "means bringing people together in pursuit of a common cause, developing a plan to achieve it and staying with it until the goal is achieved. Leaders need to ... attract talented, committed people with a wide variety of knowledge, perspectives and skills. (Fortune magazine, 2014. Quoted by Dilts in 'Conscious Leadership and Resilience').

Talented people will often have many possible causes they can devote their energies to and many different job opportunities. And people are not as stable in their work choices as they were 20 years ago. Millennials, for instance, have a reputation for moving from job to job, being constantly on the lookout for the next best thing. Polish researcher *Monika Kwiecińska* notes that generation Z significantly less often chooses the 'matching' meta program. In other words: they are harder to please.

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