

# MINDSONAR ME

*International MindSonar Community Newsletter*



## WORDS FROM JAAP

***Hi Everybody!***

***And that was (almost) yet another year... Happy holidays. May they warm your heart and lift your spirit.***

***2024 will be the year that we roll out the New MindSonar. In many ways it will be like the present one. Same thinking styles, same value systems. And it will have hundreds of subtle differences, some visible and many in the background. You will notice the new bullet based and the even-more-personalised report. But the most important change will be invisible. At first. We will be much better able to create new languages, new specialized applications and new reports. And - a relief - much faster correction of language mistakes.***

***Happy profiling in 2024!***

***Jaap Hollander, MindSonar founder***



## MINDSONAR NEWS HIGHLIGHTS

Tomasz and Biljana have started to design new MindSonar Posts. Tell us what you think [here](#)

January 2024: Tomasz will start his 30th MindSonar training - congratulations Tomasz from the global team! Truly inspirational in growing MindSonar.

January 2024 will also see the launch of the new look report designed for participants to get the most from their MindSonar assessment.

The translation section of the New MindSonar has now been connected to ChatGPT for better translations. User testing is to start in January.

Finally, from the global team - Jaap and the team thank you all for your ongoing support and development of MindSonar. Only with you, making the proper noise to embed MindSonar with your clients, can we show the world what we should be measuring. Have a restful break, and may the festive season bring you joy!

## BENCHMARKING, WHY SHOULD WE USE IT MORE IN 2024?

*Benchmarking is a popular product in the MindSonar toolkit; benchmarking mindsets for recruitment and modelling excellence are something very few tools can replicate.*

*How do we do it?*

*Some people who do well in a particular context (job, function, task) take a MindSonar assessment first. Based on their scores, a benchmark profile is determined. We prepare a narrative about why this benchmark explains success.*

*A benchmark allows us to compare people to others who do well in that context.*

*Businesses need the best staff with the right mindset and we can measure and benchmark that with MindSonar.*

## MINDSONAR PROFESSIONALS GLOBALLY



### Meet Dr. Jane Lelean

Dr Jane Lelean is a successful international business coach and trainer working with clients in 57 market sectors. With her background as a dentist and experience of running her own successful practice, she has a passion for working with dental practices and their teams. Jane works with clients all over UK, Eire, and Europe and as far away as Australia.

It wasn't until Jane worked with her first coach, attended business training seminars and read many business books that she learned how to do it better. Now Jane works with dental practice owners and their teams, entrepreneurs and individuals, using MindSonar with coaching to show them how they too can have the time, money and energy to live balanced fulfilling lives.

Dr. Jane Lelean at Healthy & Wealthy is the first and only dentist to be awarded Professional Certified Coach status by the International Coach Federation. She is also a member of the Association for Coaching and approved by the Institute of Healthcare Managers, and is the first dentist to use MindSonar in her field.

To find out more, contact Jane [here](#)



A festive image showing gold and silver confetti, stars, and the numbers '2024' in a metallic, 3D font, suggesting a New Year celebration.

## RECOGNIZING MINDSET

**Are you ready for 2024? Reset your Mindset?**

**Graves Drives**

**Orange: the zest for achievement and results**

**Metaprograms: Options, Internal Locus of Control and Change**

**"Out with old and in with the new"**

**"A new chapter, new verse or same story? Ultimately we write it and achieve it, the choice is ours."**

## Article

### HOW DO PEOPLE MAKE DECISIONS? BY TIM HALLBOM

The Meta Program distinction that we will be exploring this week has a huge impact on how people make decisions, as well as what motivates them. You will notice an increase in your effectiveness in dealing with others if you know which Meta Program they are operating out of in that specific context.

Decision Source – Internal vs. External: Who Decides, Me or Someone Else? How do we know when we've done a good job? Is it an inner knowing or based on external feedback? How we make decisions and respond to feedback is essential to being motivated or not.

Read [more...](#)