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I. Huddle Up -- DO I HAVE WHAT IT TAKES?



Do I have what it takes?

This question haunts the entrepreneur. I'd say it haunts most successful leaders.

For some execs and high achievers, not having an answer to the question troubles them late at night or in the quiet moments of the soul. Thus, they try to never have quiet moments. They deny their soul. Instead, they live a busy, chaotic life to prove to the world, *Yes! I do have what it takes! Look how busy I am! Look at my schedule, my buzzing phone, and my overflowing e-mail inbox. Of course I have what it takes!*

Their uncertainty provokes such driven behavior and false bravado that they begin to believe a lie: that that they must prove their success to be of worth.

But the unanswered question still hangs there at each step. *Sure I achieved that, but do I really have what it takes to move to the next level?*

Do I know what it takes?

I want to suggest to you that we must first answer a different question: *Do I know what it takes?*

If you do not have your own definition of success that includes your values and purpose, then you are chasing someone else's meaning of success. You will never "arrive," you will never be satisfied, you will never feel confident. We cannot know we have what it takes when someone else is determining that for us.

I want you to know with certainty what defines you and dictates your worth. Whoever you allow to set the standard for your success is the one who has power over you.

Most commonly it is the media, or the voice of an authority we heard growing up. I can't tell you the number of clients who are driven to gain the approval from a family member, teacher, or coach. To this day, the belief from childhood that they had to be *something more* clings and drives them.

Here's the problem. The authority they are unconsciously trying to win over is oblivious, or is proud of them already, or has given up whatever they said 20 years ago-or maybe even dead!

So it's time to face the fact that you'll never get what you need from another human. Your sense of success must come from where you put *your* hope, *your* value, *your* identity. You control that! That is your choice and that is your responsibility. You decide.

Do I want what it takes and why?

This is the real question that separates you from the rest. Do you want it? Do you want to be the best you? Do you want the "I have what it takes" question answered?

Some of you will sadly say no because the rat race is all you have ever known. For so long, you've been pushed by the adrenaline to prove yourself and operate out of anger and/or fear. All you have ever known is how to operate from the empty tank of a lack of encouragement, approval, and worth. If that goes away what will motivate and drive you?

So if you take the dare to change, what will happen? Many fear all their motivation will be lost and then what will happen to them?

What is the answer? Passion. A new sense of purpose and vigor will take over. Anger as a driving force is negative and draining, even if familiar. It can be replaced with a deep sense of purpose and clear definition of your worth and success. It's a process that we introduce in Life 301. We start with another question: *What is standing in your way?*

So start the process today, at the beginning: What is hindering you, weighing you down, keeping you from wanting to pursue that deeper sense of self? Next, when will you take the first step? Who will be celebrating with you when you are truly a success?

Finally, I want you to know that you *do* have what it takes to be the best you. I'm not just giving you a big rah-rah pep talk. You have a specific reason you were put on Earth at this time in history and the world is waiting for you to live your true self.

So when are you going to begin being truly authentic and show up 100%? You *do* indeed have what it takes, and your coach loves you!

Shandel

P.S. Answer this question: Here is what it takes to be a successful (insert your name) and then rate yourself on how you are doing.

II. Pep Talk -- Monthly Quotes

"Try not to become a man of success, but rather to become a man of value. He is considered successful in our day who gets more out of life than he puts in. But a man of value will give more than he receives." --*Albert Einstein*

"Success is getting what you want; happiness is wanting what you get." --*Dale Carnegie*

"Destiny is not a matter of chance, it is a matter of choice; it is not a thing to be waited for, it is a thing to be achieved." --*Winston Churchill*

Success is not to be pursued; it is to be attracted by the person we become. --*Jim Rohn*

"What am I willing to sacrifice for what I want to become?" --*Anonymous*

"The secret of success is constancy to purpose." --*Benjamin Franklin*

III. MVP Award -- Horton Tire Center



My relationship with this month's MVP started when I was a high school sophomore working at the now Les Schwab Horton Tire Center. After two years, Stephanie and I had become good friends, and we have been for over 20 years. When she called me in late 2007, I knew they were ready to take their business, leadership, and lives to the next level. We had an owner's offsite and re-aligned them to their vision and purpose. The next action step was introducing the vision and plan to the team. The guys were awesome and I have been utterly blown away at this most coachable group of young people. I just went back last month and admit shedding a tear as they shared how this year affected their lives at work and home. It is with great admiration I present to you this month's MVP...

HORTON TIRE CENTER

We have been in the tire business for more than 20 years and have 14 employees. We enjoy sharing nearly half of our profits with our employees in the form of bonuses and retirement, which is based on the net income, and had been convinced this taught responsibility and accountability. However, in 2007 we were experiencing extreme frustration in nearly every area of our business. We have mostly young men that work for us, and we felt at a loss on how to motivate them. We were both at the painful point of even asking if this is what we really wanted to do the next 15 or 20 years of our lives.

We knew something needed to change; we just weren't sure exactly what!

Thanks goes to Shandel, who had the ability to pull out of us our true values, goals, and a new vision with a mission statement that was buried deep down within our hearts. After nine long hours of hard work, mixed with tears at times, we now had a plan to reach our goals, help our employees, serve our customers better and keep our focus at the same time.

After having a record year in 2008 (especially when so many businesses were suffering), we believe that by implementing the changes over the year enabled us to increase our sales by 12.5% and our net income by 39%. We believe that each employee learned applicable communication skills, understanding what motivates them personally and others, and most importantly, how to work together with a team attitude. All this outcome has made our time and investment with True Life Coaching one of the best decisions we have ever made.

Our employees requested Shandel to come every year because it has affected every area of their lives in a positive way. And we wholeheartedly agree!

Ron & Stephanie Horton

IV. Game Schedule -- Spring Life 301 Class starts April 16th



GET CLEAR ON THE WHY!

LIFE 301 next class starts April 16th.

Define the steps to propel yourself forward to your next level.

Do you have a charged life battery? The Life 301 workshop is for those who have successfully taken on the basics in life and now seek the next level in which to excel. If you've attained a measure of success, yet find yourself at a personal or professional plateau, Life 301 is for you. If you find that practically every minute of your life is filled, yet you lack fulfillment, this workshop is just in time for you. Discovering and working from your personal values you'll maximize your potential to succeed in all aspects of your life. Are you ready, willing, and able to do what is necessary to experience such a life?

Contact us today for more information or check out our Workshops page on www.truelifecoaching.com!

[Testimonials and more details on Life 301](#)

V. On 3 - Ready...1,2,3 - BREAK

Thank you for taking the time to read this month's edition of *The Coach's Time Out*. I truly appreciate you forwarding this newsletter to those whom may find it beneficial. If you desire to subscribe, please visit the front page of our website or send an email to ss@truelifecoaching.com with the word SUBSCRIBE.

If you would be so kind to forward this to a friend - see below for an easy click to help you pass it on.

Life's a blast - go for the 2 EXTRA points!

Shandel Slaten

Your Life Coach

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Be You. Be Real. Be the Best You can Be...Today!