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I. Huddle Up - Are You Getting What You Want?



Are you ready for what you really want?

First answer this: What are you working so hard to achieve? What are you longing for in your heart of hearts to accomplish with all this striving and effort? What do you secretly wish would happen for you? If that wish, desire, or goal came true, would you be ready to accept and assimilate it into your life?

This is a question I have been challenged with this summer, and as we waltz into fall I think it would be good for us to explore your readiness for what you really want-and for what it is going to take to get you ready for it.

GETTING MORE THAN YOU PREPARED FOR

The Seattle summer is a silly example. After nine months of gray, we in Seattle long for the coveted summer days' sunshine ... until the week of the heat wave. Then the whole city falls apart! Businesses shut down from broken ACs. People are grumpy from no sleep. And the only folks left smiling are from Florida who think we are a bunch of wimps. "You people get what you want and all I hear is complain, gripe, and whine everywhere I go." said one recent transplant. Interestingly, everyone sighed relief when the gray clouds came back. Hmm... Too much of a good thing-or lack of preparing for what we really want-spells trouble.

SETTLING FOR FAILURE

Why not get really clear on what you want and start preparing yourself to receive it joyfully, instead of just striving for "it" like the proverbial carrot on the stick? So many people are chasing goals imposed on them by a driving inner voice or trying to please some parental figure voice by succeeding. They don't even know what success looks like for them, but by golly they are busting their butts to get there.

The most "successful" people I know have never defined success for themselves. The ones who have, when they get there they often don't like what they find. Success becomes just like the heat-wave days in Seattle. *Wow, I wanted sunshine but not like this...I am miserable.* So the first chance they get, they regress to ill behavior to sabotage their just-out-of-reach success. Sadly, the relief of failing is like the gray skies moving in after a sunny day.

DON'T SKIP THE HARD QUESTIONS

To make sure you reach the pinnacle of success-and like who you are when you get there-you need to know who you are, where your identity lies, what motivates you, why you want what you want, and what desired result are you hoping for when you really get what you want!

Ask yourself the hard questions! Don't just skip down to the MVP to see what someone else is doing right-what are you

going to do that gets you closer to the person you want to be? Defining is the first step to being. Then identifying the next step to BE the person who is ready to accept and live what you really want. We have two classes this Fall to help get you there-*if not now, when?*
BEGIN IT NOW!

Shandel

II. Pep Talk - Monthly Quotes

"If you don't have a vision, then your reality will always be determined by other's perceptions." - Melanee Addison

"The most significant change in a person's life is a change of attitude. Right Attitudes produce right actions." - William Johnson

"If you fail under pressure, then your strength is not very great." - Hebrew Proverb

"What I am to be, I am now becoming" - Ben Franklin

"A successful person is someone who achieves his or her own internal set of goals." - Jack Canfield

"If you do not make your own decisions, someone else makes them for you." - President Ronald Reagan

III. MVP Award - Successful People Living with Intention - Jack Chumadevsky



If you read Forbes magazine then you need no introduction to Jack Chumadevsky. He was highlighted this month as Geico's rookie of the year. (Check out the Forbes article [here](#))

Jack is a true entrepreneur, using his risk-taking instincts to launch a new venture from zero to instant success. As you know, behind every true success is an integrated life of keeping the main thing, the main thing. That is what Jack and his wife, Shannon, have focused on and what sets them apart. Jack focused on living his values at work and Shannon in taking her life to the next level via the Life 301 class. A team focused on what matters and that determination has paid off. It is an honor for me to highlight true success and thus I present to you this month's MVP with joy and admiration, Jack Chumadevsky. ...

Here's Jack...

When I was in my early twenties my life was forced into fast forward with the loss of my dad. I was suddenly faced with major debts, decisions, and responsibilities. I grew up fast. Determined to take care of my mom and sister, I took over my father's jewelry manufacturing business. I managed with a lot of prayer, advice, and perseverance to take the business from a staff of two to a staff of 30. A few years later I married my beautiful wife. But something was missing. I was providing for everyone and running a successful business, but I didn't enjoy what I was doing at all. There was no passion, no excitement; the challenges had been met. At that point it occurred to me that this was my dad's dream, not my own. I would never find fulfillment in it. After ten years of being there it was time to move on.

So we sold the business and moved to Phoenix. It was a new chapter, a fresh start. We were blessed with a healthy baby

boy and everything was different. I had spent so much time doing what I had to do, that I didn't have a clue what I wanted to do. It was exciting, stressful, and scary all at the same time.

It isn't my nature to sit around and wait for "opportunity to knock," so I began looking for opportunity. I love the thrill of having lots of irons in the fire and had always had a strong involvement in investing. However, at that time the stock market rise and fall of 2000 had left everyone a little cautious. I got involved in commercial real estate investments, became a partner in two sushi restaurants, and was moving forward on a few other projects. It was exciting but volatile. I didn't have an income and most of our money was tied up in investments. We didn't feel settled, and we needed cash flow. Our home had originally been our vacation home and was not suited for our energetic toddler. So we decided to lease a new home in a great family-oriented neighborhood and trust God that we were making the right choice.

Shortly thereafter, I was offered the position of state rep for Geico. It was the chance of a lifetime and I welcomed it with great anticipation. My office has now been open for almost a year and a half. I look forward to going there everyday. I was honored by the company as "Rookie of the Year" award. I have a fantastic staff that has worked hard to surpass all of our sales goals. My office has been spotlighted company wide and in national newspapers for selling the one-millionth policy of its kind. I have learned the importance of encouraging my staff not only professionally but personally by bringing Shandel on board as a life coach to them.

My wife and I just celebrated our tenth wedding anniversary and have grown tremendously close through this whole process. Our son is about to turn five in October and I hope I will teach him by example to always follow his heart. I am so glad I followed mine. Where are we headed from here? I will answer that with the familiar quote, "I know not what my future holds, but I know who holds my future."

--Jack

IV. Game Schedule - Fall schedule with new classes offered! DISC takers take note



THE TRUE LIFE SERIES UNVEILED

Sadly, only 10% of all people are living their dream and fulfilling their purpose. Are you that 1 in 10? Unless you can confidently say "YES I know who I am and the difference I want to make here on earth is _____" then the True Life Series is for you. The journey, or race as we like to call it, begins with the core competencies of you.

NEW CLASS!!! *Introducing LIFE 101 - take advantage of the introductory pricing.*

LIFE 101 - The Core Of The Race. Whether or not you have experienced one of my DISC/MOTIVATORS seminars you will want to take LIFE 101. This 6 session course is designed to take your understanding of YOU to the next level. You will leave the class with a foundation to begin the journey of who are you, how you tick, and why you are here on earth. It is my purpose to help others find their purpose and the principles we teach in LIFE 101 is where I start with my personal clients so jump into this class and let's get going. This is the prequel to LIFE 301 so if you are an alumni - catch the genesis! [Details here](#)

LIFE 301 - 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? [More info](#)

LIFE 401 - Alumni Only! Take your 301 learning to new heights by learning about the attraction principle, be challenged to simplify everything, define your vision, mission, purpose, values, and learn that the present is well and what that means for your future. See Alumni News for Details or email Shandel today!

LIFE 201 - Starts in January! The "How To" Model To Run The Race

For Your Company: Building The Extraordinary Team Workshop - Are you being the best leader you can be when it comes to your people? Is your team as efficient and functional as you desire? Are you certain your team has clear communication & priorities? Are you maximizing each person's time, talent, and energy? [Brief overview here.](#) Contact Shandel for more information to bring this workshop to your team.

[Life 301 Testimonials here](#)

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.

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

Shandel Slaten
Your Life Coach
www.truelifecoaching.com
206 718 6914

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