



The Coach's Time Out

with Shandel Slaten



I - Huddle Up - "You must keep your accounts short..."

"Problem solving is taking action to have something go away – the problem. Creating is taking action to have something come into being – the creation" – Fritz

In my world, planning for the New Year is in full swing. How about you? Between holiday shopping and decorating are you thinking about 2003? Is your excel spreadsheet plotted and your PDA synced ready to tackle another year? Perhaps your business and personal goals are planned, but here's a thought...what is the plan for your family's success? Yes, I know you have them as a data point on your personal goal list, but what is the unique vision you have for your family? Have you sat down to create a plan of action to get your family from where you are to where you want to be?

Most of us have an idea or at least an expectation of what our "happy" family should look like, but it's not a plan. Other times we think we are planning, but we are just simply reacting to what has gone wrong in the past or to things we wish we had done better. Worse yet, you may be trying hard NOT to be like your own parents! That is a good start, however it is problem solving and many times this can lead to a whole host of other problems. As we take the time to plan, it would behoove us to carefully consider how our past experiences may negatively influence our future.

For example, recently, my blonde friend, wanted to add a few highlights. I opened my front door to find – she had 2 large RED (like WSU red) streaks in the front of her head. She whimpered, "I said I wanted a little "red" in my hair... meaning strawberry blonde highlights." I was speechless; so she went on to explain. "I casually said that the last time I asked for a little red, no one could see it, so I said I'd like see the red this time." A pregnant pause... "Well, I can definitely see it now!"



Instead of clearly stating what she wanted the outcome to be, she reacted to the undesired past experience thus overstating her true desire. Her communication got muddled with problem solving. The hair stylist was completely unaware of my friend's conservative nature or of her profession that did not yield itself to such bold stripes. She simply did as my friend asked, "red and I want to see it" which really meant "a few strawberry-blonde highlights, please."

When creating the family strategic plan, it helps to begin with the proverbial end in mind. What do you want this family to look like this time next year and then backcast it to today. Similar to your company's strategic plan, you will need input and "buy-in" from the other family members. However, you must initiate it and you must be the one to follow it through. As with a coloring book, draw an outline of what you want the picture to look like. Then allow the creativity of your family's diverse gifts and talents to color in the details according to their likes, dislikes, and interests. When the picture is clear, the creation of the plan is much easier. Just as my friend later went back to the shop with a magazine clipping that clearly demonstrated what she wanted her hair to look like – she got what she desired, because they could now SEE what she had envisioned.

Choose to make this a year of **creating** wonderful opportunities instead of trying to solve old problems. With the economic forecast, war looming, and all the other unknowns we face – you need your family and they need you. I can think of no better gift this season than to gain clarity on your values and make this Christmas time one of purpose and reflection of all the valuable talents you have been given and all the great things that await you. I would love to hear your stories as you plan your family's success. I am doing a few workshops beginning in the spring and would love to encourage other families with your story. Begin creating your great future today!

*May your new year be blessed with stronger Faith, the pursuit of Truth
and the ability to contribute your greatness to others.*

Happy Holidays!

II - Pep Talk - Monthly quotes

"You cannot change your destination overnight, but you can change your direction immediately." ~Coach Freeb

"People learn what you teach them, not what you intend to teach them." ~ B.F. Skinner

"I am personally convinced that one person can be a change catalyst, a "transformer" in any situation. Such an individual is yeast that can leaven an entire loaf. It requires vision, initiative, patience, respect, persistence, courage, and faith to be a transforming leader." ~ Steven R. Covey

"Where there is no vision, the people perish." ~ Book of Proverbs

"Worse than being blind is to see and have no vision." ~ Helen Keller

III - MVP AWARD - Profiling successful people choosing balanced living

I would like to introduce to you this month's MVP, Ann Vertel. Ann is an inspiration for anyone who has a taste of what they want and are willing to pursue it until they find their calling. When I met Ann she was the Director of the Intermediate Officer Leadership Course at the Center for Leadership in San Diego, CA. Since that time, Ann has followed her passion to build leaders in the form of executive coaching. She is the founder of Leadership Highway (www.leadershiphighway.com) and is creating a life that honors her values and priorities – in particular her darling family. You'll be hearing and seeing more of Ann as she and I will be co-leading leadership development classes and group coaching in the New Year. With her expertise, training, and knowledge you definitely want to get to know her.



Here's Ann...

Toward the end of a fantastic twenty-year career as a Naval Officer, I realized that I wanted my next career to mirror my passion for leadership. The Navy was tremendously rewarding but I kept thinking there was something else I was supposed to do. I worked intently on a vision for my ideal life – even did my Master's thesis on vision and its effects on motivation! I came to believe that I could have any life I chose to create.

It was during the last four years of my Navy career that I discovered coaching. As I taught leadership to senior and mid-level officers, it offered me the opportunity to hone my coaching skills and feed my love of leadership development. In the process of transitioning from the Navy, I founded Leadership Highway - a consortium of coaches who are dedicated to masterful coaching and leadership in all organizations. My vision is being realized before my very eyes.

I always envied people who knew exactly what they wanted to be. Becoming a business and life coach has been a dream come true for me. Now that I am a Coach, I feel like I'm "home" - that I am doing exactly what I was cut out to do and it is better than I had imagined. Painting a vision of what I wanted, following my passion, and honoring my values has truly paid off!

~ Ann Vertel

IV – Game Schedule - PLEASE READ AND JOIN ONE TODAY!

SPECIAL COACHING OFFER - Are you ready to make 2003 the year you reach your goals and discover your vision? Start January 1st, knowing your goals are supported by a coach that's on your side. I am offering **50% off** the month of January plus a free intro session in December to get you started. Email ss@truelifecoaching.com to take advantage of this opportunity.

PERSONAL BEST SERIES (BE YOU) CLASS – Face the New Year with the resolve to achieve your personal best! Our classes begin the second week of January. We will focus on gaining life balance by re-orienting your life around values and seeing your “intentions” become results. You will discover your top 5 values, strategize on heightening your integrity, identify unmet needs, and recognize energy-zapping tolerations. Here’s what one participant said:

“ The Personal Best class was an amazing and valuable experience. It's easy to measure the impact of improvement in my life - the time and financial investment of this class were incredibly well spent. The tools and ideas in this course were an incredible resource as I work to improve my business, personal, and spiritual life. The process and assignments emphasized that this is a class with clearly defined objectives - not just a "feel good experience." ~ C.H.

If you register by December 30th the cost is only \$295 total for the 6 sessions meeting every other week for 3 months. It is a **live class** in Seattle. Please contact ss@truelifecoaching.com to register and get started on your what your personal best will look like.

Personal Best is also offered as a **TELECLASS** for only \$195 total for the 6 sessions meeting every other week for 3 months. Each student will join via a teleconference bridge number at 12:00 PST/3:00 EST. People love the convenience of not having to leave home or office.

THE 5-STAR WOMAN – Group Coaching. Join Ann Vertel, Shandel Slaten and 8 other women entrepreneurs for a powerful coaching session every other week. Not only will you be held accountable for your goals, have the expertise of 2 coaches, but you will also benefit from the collective encouragement of your peer group. The introductory rate is \$95/month with a min. 3 month commitment to the group. Send an email to ss@truelifecoaching.com for more information.

CERTIFIED NETWORKER PROGRAM - Beginning in January, True Life Coaching joins forces with BNI to bring you CNP each Friday morning for 12 weeks live in Downtown Seattle. CNP is a customized curriculum designed with tips, tools and techniques to help you become a more effective and productive networker, and generate more qualified business referrals. Grow your business by referral. Checkout the program at www.certifiednetworker.com

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 send an email to ss@truelifecoaching.com with the word SUBSCRIBE or “I’m in”.

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

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