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## I. Huddle Up - A.L.I.G.N. in '09 -- Special Edition



### A.L.I.G.N. in '09 Position Yourself for Top Performance

Ask – Why does this matter?

Listen more to \_\_\_\_\_ (one thing).

Intention – one intention you have for yourself

Goal – one main focus that would make the biggest difference at work

New – try something new

**I believe that if you visualize these five steps every morning and every evening, you will A.L.I.G.N. in 2009 and position yourself for top performance!**

The definition of ALIGN is to bring something into line or to come into correct position with. Another definition I love is to declare support for somebody or something. Alignment goes a step further. It's defined as the positioning of something for proper performance. I love that!

I want you to declare that you are going to correctly position yourself for growth, joy, and abundant life! Can you imagine coming out of 2009 knowing that you are perfectly aligned to the purpose of your company, your family, and your life? Imagine that!

This is the True Life theme for the year, and I hope you will join in on the alignment challenge to position yourself for proper performance!

#### Why Align?

In my Life 301 class, on our way to discovering our True Life Values, we spend an entire session on Integrity. You will know you are in integrity when your words, thoughts, and actions are all in alignment. This means that what you say, what your beliefs are, and what you do are the same, predictable, and aligned to your values. When one of these are off, that is where you are not living with full integrity—and this is usually the source of your stress, and what keeps you from your own personal best performance.

So, will you take your integrity to the next level this year? Will you align to what matters?

#### Consequences of Not Being Aligned

I was reviewing these ideas with my Les Schwab clients, and they explained them from a car perspective I thought fit nicely.

When your car is out of alignment, it causes other parts to wear out faster, because they must compensate and bear unnecessary stress. It made me think immediately of all the people in our lives who bear the stress when we are not in alignment to what matters most.

It reminded me of the day I was visiting clients in Ellensburg, Washington, and my friend said, "Hey, your car is out of alignment." He could tell by the way my tires were wearing. All the way back to Seattle I was then able to feel it.

I think it is important for leaders to understand that if you are not in a constant self-awareness mode, you can be totally wearing the tread off your people and not realizing your lack of alignment when everyone who is following and observing you is completely aware.

I have other examples from my chiropractor that I'll share as the year goes on. But for now realize there is a price for not aligning.

### **How To: Every Morning**

Goal setting gets a little stale at times, and yet I know that to get the best results it is VITAL to have a vision and written down goals. So I try to come up with something creative for myself every year. This year I believe that if I concentrate on the five things of alignment I will be much better off.

So instead of a lengthy explanation, let's do an exercise together...

Imagine this short list taped to your bathroom mirror and visualize yourself brushing your teeth in the morning.

As you put the toothpaste on the brush the internal chatter begins. "Okay, what am I going to do today?.."

Then you recall your list, and you **ASK yourself: Why does it matter?** Meaning, why am I doing each thing on my to-do list? Does it help me fulfill my purpose? Does it contribute to the vision I have for my life? Are the things I am about to do today support the things I value the most in my life? If you do not have a meaningful answer, then cross that activity off your list. Then come up with the top 3 things that do matter, and visualize yourself accomplishing those things today!

Then, glance up at the mirror again and see the "L" in ALIGN. That's for **LISTEN more! Recall the one thing or person you determined to listen more to.** Was it your spouse? Your intuition? One of your kids? Your body? God? Your coach? Inspiring music? Co-workers? Employees? Think about your day, and focus on when you will make time to listen. (Listening always takes more time than we wish it would!)

Next, as you brush, recall the **ONE INTENTION** you have purposed to do this year, and the huge benefit it will bring to you. It might be to invest in your self care, be more patient, call your mother weekly, read inspirational writings, be grateful, think positive, or eat three veggies a day... Think and then set your intention for the day to align with what matters most.

As you spit out the toothpaste, repeat your **professional GOAL** – the one thing that would propel you forward. Make 10 sales calls daily, send a thank you card weekly, meet daily with staff, get 15 new accounts, acquire your competitor, raise 2 mil, work the one-page focus plan, answer emails by 10 am... Then plan how you will go about taking one step toward that big goal today.

Lastly, with that clean taste in your mouth, recall the **one NEW thing** you are going to try this year — and set the date you will do it! Check in with yourself if you are on track or if you need to push yourself a bit today to risk the something new.

### **After Action Debrief**

Then when you get ready for bed and you pick up that toothbrush again, go back over the 5 steps and see how you did. Check, too, on if there is anything you did that did not align with your values and top priorities! Admit it and then dismiss the negative self talk, state positively what will be different tomorrow, be grateful for what you DID accomplish, acknowledge to yourself what you are pleased with, and then go to bed affirming tomorrow is a new opportunity to reach for more!

Before you turn to go to bed look in the mirror and say "I like you" (that's harder than you think!)

**That's it! It's simple ... but it's just not easy. You will find this will be very challenging. However, trust me, you will show progress very quickly if you are consistent and really do it.**

**See below for a helpful tool to use and remember, I want to hear about how you're A.L.I.G.N. in 2009 is going, so**

keep me posted! ?

Happy New Year, Dear Friends!  
Shandel

## II. Quotes for the new year!

*"Set priorities for your goals. A major part of successful living lies in the ability to put first things first. Indeed, the reason most major goals are not achieved is that we spend our time doing second things first."* - Robert J. McKain

*"Setting a goal is not the main thing. It is deciding how you will go about achieving it and staying with that plan."* - Tom Landry

*"No man can always be right. So the struggle is to do one's best, to keep the brain and conscience clear, never to be swayed by unworthy motives or inconsequential reasons, but to strive to unearth the basic factors involved, then do one's duty."* - Dwight D. Eisenhower

*"The easiest thing to be in the world is you. The most difficult thing to be is what other people want you to be. Don't let them put you in that position."* - Leo Buscaglia

*"The big challenge is to become all that you have the possibility of becoming. You cannot believe what it does to the human spirit to maximize your human potential and stretch yourself to the limit."* - Jim Rohn

*"A man must know his destiny. if he does not recognize it, then he is lost. By this I mean, once, twice, or at the very most, three times, fate will reach out and tap a man on the shoulder. if he has the imagination, he will turn around and fate will point out to him what fork in the road he should take, if he has the guts, he will take it."* - General George S. Patton, Jr.

## III. How to be the MVP of your life -- The Alignment Tool



If you want to be the **Most Valuable Player** in your sphere of influence then make it your intention! As noted above here is what I am going to put on my bathroom mirror. It is very important that you write down your goal/intention as it is the first key to succeeding in the new year. The next step is to envision the benefit and how it will feel when it is your reality. Finally, reading it daily and aligning your day to your values and intentions will take you to your own next level. [Here it is](#) in word so you can size it, cut it out, laminate if you wish and tape it on your mirror or carry in your wallet. Post your comments at [www.shandel.com](http://www.shandel.com)

If not now, when?

### A.L.I.G.N. IN '09

I daily **ASK** why does it matter? I only do things that align with my values.

I am **LISTEN**ing more to \_\_\_\_\_ and the pay off is \_\_\_\_\_.

My one **INTENTION** is to \_\_\_\_\_, as it will help me \_\_\_\_\_.

I take daily action on my **GOAL** to \_\_\_\_\_.

The **NEW** thing I will try this year is \_\_\_\_\_ by \_\_\_\_\_, 2009.

## IV. Game Schedule -- 2 days left for Life 301 discount



You have until Dec. 31 to save \$100 on the January Life 301 class. With 2009 upon us it is the year to take charge of your life! We want to help you get clear on your intentions and goals for the rest of your life. It is time to get focused, drop the excuses, and take action. Why not spend some time with a group of people who are also pursuing the next level in their lives? Consider the January [Life 301](#) class for the extra support and clarity you may need in the new year. Email us for the special promo code - offer expires at midnight on Dec. 31. Sign up today and get started on the client intake form that will help clarify where you are and where you want to be this time next year!

"ASK SHANDEL" I love to hear your comments on the newsletter via the blog. If you are not a blog subscriber check out [www.shandel.com](http://www.shandel.com) and get regular updates from the radio show "Ask Shandel" and other stuff.

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 [Jenny](#) for more information to bring this workshop to your team.

For You: Know Yourself; Understand Others *Self Study Course* - Want to maximize your understanding of your communication and behavior style as well as what motivates and drives you? This course helps take you to the next level of your self-discovery process. For more information check out our product page at [www.truelifecoaching.com](http://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](mailto: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

[www.truelifecoaching.com](http://www.truelifecoaching.com)

1-877-777-TLC7

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