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I. Huddle Up - How Much Are You Worth?



What are you worth? Before you answer, consider the following dictionary definition of "worth": The value of something measured by its qualities or by the esteem in which it is held. Based on your unique qualities and the way you esteem or value yourself, how much are you worth? Not your portfolio, hourly rate or even what your spouse, parents or boss thinks you're worth - but according to you - what are you worth?

I have this rinky-dink nightstand that is over 40 years old. It is simply a few pieces of plywood nailed together with at least 22 coats of paint and it doesn't match a thing in my house. It would sell at a garage sale for \$2 max, but it is priceless to me because my grandpa made it. Regardless of what anyone else says and believes about that plywood - it is of great worth to me because of the WHO, not the WHAT. It's not what a great job the nightstand does holding my lamp that makes it valuable, it was who my grandpa was to me that gives it great worth.

Do you measure your worth based on WHO you are or on WHAT you do? In other words, do you value yourself based on the contributions you make to other people's lives, or do you get trapped into valuing yourself based on your past accomplishments or failures or your present successes?

What you are worth should be based on the positive impact you are having on this world (how you are fulfilling your purpose for being here on earth). When we are aimless in our personal vision and purpose of our legacy, self-centered living is the only alternative. This is as true for the teenagers I mentor as it is for the high-powered CEOs I coach. When people do not have a purpose-driven/other-centered quality about them, they carry a deep seeded feeling of unworthiness. Unable to see the contribution they are or could be - making to others, they become self-absorbed and constantly seek "to prove" something by accomplishing more, looking better, etc. in the hopes that people will be distracted enough by the WHAT they are doing that they will not notice the shortcomings in WHO they are.

People who value themselves based on WHAT they do or accomplish rather than on WHO they are and the impact of their relationships with other people sell themselves short. They not only devalue their worth as

a unique human being, but also deprive others of the blessing they could be in their lives if only they embraced their ability to help other people.

Has something or someone in your past blinded you from recognizing your true worth? Nelson Mandela had every reason to let his worth be stripped during his nearly 3 decades of imprisonment. Instead he has inspired millions with his personal story. He never let any situation or person diminish his worth. They could imprison his body, but not his soul, his purpose, his being. Then in 1994 in his inaugural address he gave one of the most inspirational speeches of the century. It is a fitting way to end this edition of The Coach's Time Out - Don't play small my friends, embrace your worth and live large that purpose within you!

Nelson Mandela's 1994 Inaugural speech

"Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. It is our Light, not our darkness, that most frightens us. We ask ourselves, who am I to be brilliant, gorgeous, talented and fabulous? Actually, who are you not to be? You are a child of God. Your playing small doesn't serve the world. There's nothing enlightened about shrinking so that other people won't feel insecure around you. We were born to make manifest the Glory of God that is within us. It's not just in some of us; it's in everyone. And as we let our own Light shine, we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others."

II. Pep Talk - Monthly Quotes

"To have that sense of one's intrinsic worth which constitutes self-respect is potentially to have everything." - Joan Didion

"I believe that a life of integrity is the most fundamental source of personal worth." - Stephen R. Covey

"Spend more time as a human being rather than a human doing." - Patricia Russell-McCloud

"That which one feels in himself to be different is precisely that which is rare, and this is his worth." - Andre Gide

"It's always ! worthwhile to make others aware of their worth." - Malcolm Forbes

III. MVP Award - Shandel Slaten's Coach Speaks Out

Okay gang. Keeping with my integrity I have acquiesced to MY Coach's insistence that I do not play small. To show I am "coachable," I allowed Barb Connor, my coach of 3 years, to write a little piece on me in place of my MVP of the month. Not easy for me, but I do have to admit this month was big around here. September marks the 5th year anniversary of True Life Coaching, Inc. and I am happy to celebrate the amazing adventure of serving over 1,000 clients in both personal and corporate settings. We have coached over 50 companies and non-profit organizations and this month we have over 2,000 newsletter subscribers (love you people.) I received my MCC, talk radio guest, and had an article published in a national magazine. Earlier this month, I filmed my first DVD series before a live audience and also launched a new CD based on the DISC. Because I have learned so much from my clients and I am so humbled and thankful to be your coach, I will hand this over to Barb. She has been an amazing cheerleader, mentor, and advisor to whom I owe so much of this fun story...**she makes me step out of my comfort zone or you'd never be reading any of this!!!!** Thank you Barb for modeling what a great coach looks like and for making me face my own fears and be the best I can be! Love you!

Here's Barb...

Knowing that Shandel highlights one MVP in each of her newsletters, I asked her in our coaching session last week how she would feel about highlighting herself for a change. That was, I believe, an uncomfortable thought for Shandel, who more often than not is thinking of someone else, rather than herself. So, let ME tell you about Shandel Slaten!

Shandel is one of the most loving, caring, committed, "on purpose" people that I have ever known. I have had the pleasure of being her coach for a couple of years now, and in that time I have seen her grow so much! In that time, I have observed her coaching style and the growth and the value that her clients receive. At the same time, I have seen her complete her coach-training program at Coach U (CU) and to receive her Certified Coach U Graduate (CCUG) status. Then, I have also seen her "go for the gold" in first obtaining her Professional Certified Coach (PCC) designation, and then her Master Certified Coach (MCC) designation with the International Coaching Federation (ICF). These have been no simple task! Rather, these are great milestones culminating in the ICF's highest possible coaching certification.

In addition to the above milestones, Shandel has also during this period obtained her Certified Professional Behavioral Analyst (CPBA) and Certified Professional Values Analyst (CPVA) designations. To facilitate the learnings around the assessments she uses as a result of those certifications, she has also recently completed a CD that creates extra value for her clients in their enriching self discovery process through those assessments.

I have also experienced Shandel's commitment to her coaching clients, as well as to her community and non-profit organizations. In addition to her energizing, motivating keynote presentations at conferences both locally and abroad, she has also established a "Be You" curriculum to enrich the lives of others as they grow...in effect, she is continually "passing it on." Further, she has just completed a wonderful DVD entitled "Take Time to Process," which will soon be released. This DVD is geared toward personal character building, and will have an accompanying workbook to help facilitate this personal enrichment process.

So, what has Shandel NOT done?! I see Shandel as "a rocket" with God's purpose for her life as the target. She is indeed a true joy to coach. But she is more than just a valued client, she is a valued friend and someone I am proud to have as a fellow coaching associate! Shandel is the personification of my MVP "Leader in Motion!" ☺

Barb Connor, Coaching Dynamics, Inc.
Personal and Professional Development Coach
Professional Certified Coach, Professional Mentor Coach

IV. Game Schedule - Upcoming Events

During the workshop you will:

- Accomplish one important goal and set the stage to accomplish more
- Discover the chargers & drainers of your personal Life Battery™
- Gain personal insight utilizing left brain tools to ignite right brain clarity
- Create lifetime habits that will improve your life, your career, and your relationships.

***“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.”
Report from Alumni 10 months after the class..***

When I signed up for the "Be You" class in February this year I knew I wanted to make a change but didn't know how or what to do. Your class led me through the pains taking process of sorting out what was important to me. I was in an emotional tug of war. Somehow I knew I needed to make a change but lacked the courage to do it. As I know now, I had needs being met, even if it wasn't the healthiest way to meet them. You, Keith, and the rest of the group through sharing encouraged me to do what was right in my heart. I want you to know that 4 of the goals I set are accomplished or well on there way. I ended the unhealthy 5 year relationship with the guy I was with 3 months ago. It was and is hard sometimes, but I am so proud of myself for doing that. I spend time with quality friends and enjoy every minute. I am truly "present" when I am with them. It's great. I have a 7 month old black lab pup, who is going to be a therapy dog. And best of all.... my relationship with God has been renewed. There is a huge peaceful feeling in my life. It feels so good. You helped me get the courage to move forward in the right direction this time. And you bet I am living by my values.--Marcia, Director of Customer Service

I would recommend this class to anyone who believes they are capable of doing or being more. It was incredible to take an objective, honest, and clear look at myself through the structure of this class. The insight of others and my own discoveries are allowing me to live and work with a new sense of purpose and energy. This class dramatically improved the way I conduct business, and those improvements have already increased my job satisfaction and financial success. More importantly, I am now better equipped to live the values that are truly important to me in personal relationships.

The Be You 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. "Be You" stays committed to personal responsibility and developing integrity. 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."

Finding out my true needs, wants, and values has been the key to unlocking my own personal growth.

The class helped me become crystal clear about the importance of aligning my words, thoughts and actions in my life. I am now more aware than ever of what I do to hold myself back from being the person I want to be. I feel like the door to my soul has been opened and I am finally taking a good look at myself, who I am and what I want to become.

Class was incredible! Was able to focus on the real me which was always there, just needed some deep digging to bring out & remove the artificial exterior which we have been accustomed to in today's society. Helping me be a better person every minute of everyday. Giving me some real personal goals to strive for.

I took the class because it "seemed like a good idea at the time". One week after the class started, my father died. That event started a journey of examining my values and what I was doing with my life that exactly matched what we were doing in the class. I believe that the class helped me turn my grief for my father in a positive direction and use my emotions to make positive changes in my life. If you are even considering taking the class, sign up. If you think now is a good time to do some introspection, it is. None of us knows what we are capable of until we take the first step. I will always be profoundly grateful that I listened to my inner self and decided to sign up for the class.

This class was key in leading me to a path of discovery of who I really am and what I need and value. I let go of a relationship that I allowed to pull me away from who I am and I have begun to invest more in a relationship where my needs are met (because I ask) and my values are affirmed and appreciated. I recognized that my withdrawal from others is an old pattern that I have never taken efforts to get rid of. What I needed was love and affirmation and I realize now that I get it by asking for it and not withdrawing and hoping people will know somehow that I need them to love me.

This class has made me realize that change and growth is not only exciting and do-able, but it's fun! It's been so encouraging to process with other people the realizations and challenges we face in trying to know and be ourselves. We were able to help each other. The most important part of this class to me was after learning WHO I am, and WHY I do what I do, and then, to go a step further and BETTER myself--to learn how to identify what obstacles are in the way of letting me live by my values and get my needs met in a healthy way.

**Top 10 things you'll learn at Life 301
by Carrie, April 2004 graduate**

- 1. Accountability and encouragement to accomplish your personal goals.**
- 2. Tolerations and obstacles standing in the way of optimal performance.**
- 3. Integrity busters and how they drain the energy from one's life.**
- 4. What charges and drains your life battery.**
- 5. How to get your needs identified, met, and satisfied.**
- 6. Identifying and setting boundaries to get the best use of your effort and energy.**
- 7. Your unique values and how they drive your life.**
- 8. What naturally motivates you versus causes conflict both internally and externally.**
- 9. How to set goals according to values instead of letting wants rule your life.**
- 10. Steps to move forward without feeling guilty or burdened.**

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 click on "update your profile" below or send an email to ss@truelifecoaching.com with the word SUBSCRIBE.

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

Shandel Slaten
Your Life Coach
truelifecoaching.com
206 860 7677

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