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I. Huddle Up -- Insanity and the Entrepreneur



Insanity: doing the same thing over and over again and expecting different results.

—Albert Einstein

“Sis, you’ll keep gettin’ whatch’r gettin’ if you keep doin’ whatch’r doin’.” That was my dad quoting Einstein to me when I was an 8-year-old. I looked at him like, *What are you talking about?* But I soon got the point: I had better change my attitude and viewpoint on life or more discipline was on the way!

Now that I’m an adult, lessons and discipline look different. But the same principle applies: Actions breed consequences.

I gotta admit that even today I still struggle with doin’ and gettin’. The fact is, the disappointment, frustration, and stress I am experiencing will continue if I don’t do something different. Yet I often just keep trying harder, working smarter, or staying focused at doing what’s not working. Duh!

THE CYCLE OF OVER-CONTROL

For example, is anyone out there overloaded and stressed out because you won’t give up your control and trust others with something you’re too busy to do?

The most stressed out people I know struggle with various levels of control. (To be politically correct we’ll call it “delegating.”) The problem with control is it camouflages itself behind a good image. Think of a super busy CEO, a successful sales manager, super-organized mom, or a rapid-growth entrepreneur. Each is getting a need met by staying in control—by not letting go, or by not asking for help where there is vulnerability. With so much pressure on them, they don’t even realize they’ve snapped emotionally, or are becoming resentful (either passively or aggressively). So they keep over-working, over-serving, over-pleasing, over-dictating—which leads to exhaustion and living from a triggered state of survival. And that results in bad behavior, addictions, isolation, bitterness, and burn-out—which leads to the reinforced need to control. See the insanity cycle?

CHANGE FROM WITHIN

How about you? Maybe it’s not delegation you struggle with. What behavior are you clinging to that is not working? What do you insist on is the right way of doing something, even when you keep getting knocked down? What behavior do you demand of others that they can never live up to? Do you find you have a high turnover, or a poorly motivated team, and wonder what’s wrong with these people? Maybe you keep thinking that when you get the right team it will be different. If you hire a new manager, things will be better. If you marry a new spouse life will be better. If you had more money. If you earn a graduate degree, if you get a new job, if you move...

I have liberating news for you! **Wherever you go...there you are.** The common denominator to all your problems is *you*. The secret to your success and happiness is not “out there” – it must come from within. Nothing around you needs to change to make you happy and fulfilled. You need the power and desire to make new choices. You can do something different and get different results, but it has to start with a shift in your mindset, attitude, and belief systems. Changing

behavior only brings a temporary shift if the belief system is not in place to support the change.

You must want to change your attitude, "your story," and your belief systems—for that is what drives your behavior, Einstein!

WHAT DO YOU WANT?

I have a client who told me he was confronted about his language by a few staff members. He acknowledged to me that he should quit cussing...and then apologized when he kept doing it. I told him I didn't think he should stop using profanity, if that fits the image of the CEO and father he wanted to be in five years. "If you want your sales organization, friends, and kids to all behave that way, then please don't stop," I said. He looked shocked, and said, "Well, that's not what I want. I would be furious with my team if they did that out on the field, and that is certainly not how I want my kids behaving. So of course I won't be a CEO like that."

The point is, a change in behavior never happens because "we should" do something. It happens because we *want* to. That is why the pain of consequences, discipline and results serve well to highlight which of our attitudes and behaviors need changing. But remember, all lasting change must first start with a choice, followed by the decision of our will and the determination of our heart.

Fill in these blanks and then answer the question. What kind of _____ do I want to be in ____ years? Then do one small thing (baby step) different right now and challenge your beliefs so you can be that person effortlessly. You don't get the different result without first deciding what will be different.

What could be different today if you made one small change?

If not now, when?

Shandel

II. Pep Talk -- Monthly Quotes

"A decision is made with the brain. A commitment is made with the heart. Therefore, a commitment is much deeper and more binding than a decision." --Nido Qubein

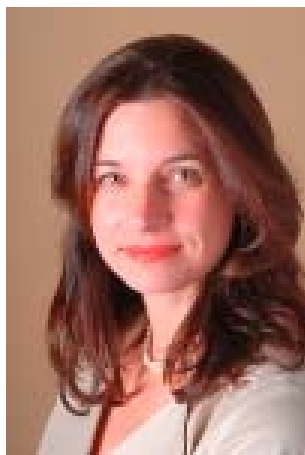
"I like a person who knows his own mind and sticks to it; who sees at once what, in given circumstances, is to be done, and does it." --William Hazlitt

"Talented people are always tempted to coast on their abilities." --Fred Smith, UPS founder

"Working on too many things at once results in everything being done at a C level." --David Minter

III. MVP Award -- Successful People Living with Intention:

Renee Mead



Renee Mead took the Life 101 workshop last year and inspired everyone in the class with how she made the decision to live life according to her values. She's a rock star here at True Life Coaching, Inc. serving on the team for almost two years. We love her and her latest feat inspired me so much I had to let you share in her victory story so you too could be infused with new passion about what you want in life and go for it.

Renee and her husband, Steve, have three children and a model of purpose-filled living. They intentionally adopted their dear son with Down Syndrome as an infant, which has led a lifetime of support and encouragement to other parents and caretakers.

Renee is currently raising funds to further awareness around Down Syndrome infants and I encourage you to seek her out and have her tell you her story. It is beautiful and so is she - inside and out.

Upward you go, Renee!

I have been longing to achieve some type of personal accomplishment for many years. But as a married mother of three, my personal interests have been dead-last on the list of things to do, and I had no idea how I would be able to take the time and energy to accomplish something that was just for me.

Then in February I was chatting with a friend about how to celebrate turning 40. "Do something incredible," I told him, "like jump out of a plane or hike the Grand Canyon." Later as I was pondering this, it hit me that my "milestone"

birthday is but two years away. What was I going to do? I knew right then that I wanted to summit Mt. Rainier. But how was I going to get from a mom who gets winded going up stairs to a mountaineer hiking up to 14,400 feet? I began slow, and set very realistic goals for myself. I also told my friends about my grand plans so that they would hold me accountable. By summer, I had met my goals of daily jogging and making day hikes. It was time to tackle Camp Muir (at 10,000 feet it is the base camp for most Rainier attempts.) If I could make it to Camp Muir, I knew I could someday make the summit. I was afraid to fail, but I had to try.

It was incredibly difficult, and at 9,000 feet the altitude did begin to affect me, but I made it! Being on Mt. Rainier above the clouds is like being on a different planet, and I am a changed person. I now know that I am capable of summiting Mt. Rainier! I am ramping up my training, gear, and knowledge of summit attempts to the next level, with plans to be standing at the top sometime in July of 2008.

Boldly Go!

Renee Mead

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IV. Game Schedule -- Ready for Fall?

This Fall take a step into your greatness

Life 301 Noon Class - *Sept 26, Oct 10, 24, Nov 7, 14, 28 (phone class with Shandel)*

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

If you have attained a measure of success, yet find yourself at a personal or professional plateau, Life 301 is for you. Discovering and working from your personal values you will maximize your potential to succeed in all aspects of your life. So we ask you...How would you like a life that is more fulfilling than you ever imagined? In which you have laser-like focus for your goals, plans, and dreams for the future? With more time, energy and determination to accomplish the important things in life? Cost is \$400 and you can register at www.life301.com If you find that practically every minute of your life is filled, yet you lack definition and fulfillment, this workshop is for you! [Life 301 Flyer](#)

Change Your Life Coaching For Women with Coach Nicole Shanks.

To jumpstart new coach Nicole Shanks here at True Life Coaching, Inc. we are offering an unbelievable 1:1 personal coaching package for women of all ages. An excellent gift for your wife, mom or daughter!! Nicole will meet with you for a two-hour intake session followed by 10 private coaching sessions to work through the Change Your Life program. The cost is only \$800 including materials. It doesn't get much better than that, my friends. To get started e-mail admin@truelifecoaching.com or call 206-718-6914.

If not now...when?

[Descriptions here on workshops](#)

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

www.truelifecoaching.com

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