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## I. Huddle Up -- Living our Values, Driving Results



Last week I was driving down Snoqualmie Pass when I ran over a "thing" on I-90. I swerved to miss it, but alas at 70 mph I got it all right. Nothing happened at first, so I thought I was okay, and smugly began to praise my SUV. Then I heard the faint sound of thumping.

### Forced to Pull Over

I took my hands off the wheel to see if the Jeep was swerving, or if I had a chance to make it to the exit one mile down the road. It drove straight as an arrow, so I thought I could limp my way to the exit. But the thumping got louder, and I smelled smoke, so I made myself pull off to take a look. Oddly, the front tire looked fine. I could still smell hot rubber, so I called my stepdad who is a mechanic. With him on my cell phone, I tucked my dress around my knees and climbed under the Jeep. We troubleshooted for a moment. Was it the brakes? Had something gotten lodged in the undercarriage? I couldn't figure it out.

Then, as I was about to get back in, out of the corner of my eye I saw the back tire. It was totally destroyed, a mangled mess. As I looked at the rubber hanging off the rim, I felt so dumb. A blonde moment for sure. I called the tow truck.

### Ignoring the Warning Signs

In an hour or so I was eating popcorn in the Les Schwab Tires waiting room, contemplating things. Like, why hadn't I pulled over at the first thump! The thought has stayed with me. This happens to people every day in business and in life. We know there is a problem, but if there isn't an instant consequence, we just keep going down the path without slowing down-convincing ourselves that we have defied the odds again, that we are the exception.

At the first sign of trouble, we don't pull over to evaluate. Nope, we entrepreneurs put the gas! "If only I can make it to..." whatever the next goal is, we think, "*then* I'll pull over and deal with..." this bad habit, addiction, problem, team issue, personal conflict, whatever you need to deal with.

When avoiding the problem doesn't work, we finally do the right thing and pull over. However, in our zest to go straight to where we believe the problem is, we fixate on the wrong thing, instead of taking a few extra moments to look at all sides to determine what the real problem may be. By then, time and resources are poured into solutions that are not solving the right problem, and we're still stuck on the side of the freakin' road!

### **Facing the Bumps in the Road**

I want to suggest that this happens in business all the time and it doesn't have to! When people, like companies, live by their values and honor their purpose, decisions are made fast and accurate, avoiding expensive mistakes, costly time-stealers and wasted resources. However, if we are not clear on or do not honor our values when we hit those inevitable "bumps in the road," then we don't know what to do-so we just keep going.

Without defined values, we are not prepared to handle issues in a timely manner. We push our limits in hopes of a miracle, and when all else fails we throw money at the problem instead of solving it. This always happens when we put results and agendas before people and the long-term vision. We compromise who we are, and we compromise what we do, for the sake of results, of the bottom line and, frankly, of saving face.

### **Understanding Your Values**

So I need to say it. PULL OVER, PEOPLE! When you hit a bump, hear a thump, or smell some smoke, *pull over*, for goodness sake! Take a good look around. It is much more efficient in the long run to address the right problems the right way than to Band-Aid a "that-will-work-for-now" plan, and find yourself paying a very high price down the road.

However, you need a solid understand of your values to do this. Get clear on your values so you can have clarity to deal with all the problems, opportunities, and challenges that are headed your way. Achieving results according to your values can be done without the emotional drain and wasted energy. Daily decisions will loose their difficult struggle when you have defined personal values that align with your organization's values. What will you do with all that freed-up brain space?

We have a Life 301 class that starts on September 17 which is designed to do just this. Stop gimping along hoping you'll make it to the next exit. Start living your life aligned with your values and integrity so you can travel down the road of your life with confidence, clarity and commitment.

If not now, when?

*Shandel*

When was the last time you found yourself ignoring the warning signs, taking too long to identify problems, and wasting time and money on the wrong solution?

## **II. Pep Talk -- Monthly Quotes**

*It's not hard to make decisions when you know what your values are.* - Roy Disney

*The least of things with a meaning is worth more in life than the greatest of things without it.* - Anonymous

*Personal leadership is the process of keeping your vision and values before you and aligning your life to be congruent with them.* - Stephen Covey

*That business purpose and business mission are so rarely given adequate thought is perhaps the most important cause of business frustration and failure.* - Peter F. Drucker

*Try not to become a man of success but rather try to become a man of value.* - Albert Einstein

*Knowledge is of no value unless you put it into practice.* - Heber J. Grant

### III. MVP Award -- Successful People Living with Intention: Amy Shiner



*This month's MVP is Amy Shiner, a sharp, chic woman with an amazing combination of heart and strength. She and I have worked together for more than five years at Anderson Hay and Grain in Ellensburg, Washington, and I have learned a ton from her. My coaching relationship with her has been rewarding because of her desire to grow, lead, and become the best she can be. I have watched her evolve into someone who is not afraid to stand up for who she is and what she believes in nor is willing to compromise her values. She has shown immense personal accountability for choices she has made, and has disciplined herself to see beyond this moment to the future she wants to embrace. I am so proud of her because in her youth she is making smart choices not only professionally but personally--and for that she is in many ways decades beyond her peers. I give to you Amy the-rock-star Shiner ...*

When I think back over the past 5 ½ years that I've been blessed to work with Shandel, I realize that my life would be integrally different if we never would have met. Sometimes major milestones in life, such as getting through high school, turning 21, graduating college, and so on, mark our successes and failures. But since I've past those I can chalk mine up to many important meetings with Shandel! Each time we get together new discoveries are made. Sometimes it's hard to face what lies ahead, and sometimes we can see the light at the end of the tunnel and celebrate how far we've come, but either way it always ends up a win.

My work started with Shandel when I was faced with making a decision that would reset the course my life was about to take. I had to remove obstacles that were getting in the way of living my purpose, and in conflict with the standards and values I had set for myself. By removing the main obstacle, I was literally left with a very high price to pay. Overcoming that challenge took more than five years. I struggled through resentment, bitterness, self-loathing, anger, no self-esteem, and blame; eventually I moved to forgiveness, a sense of self-worth, and peace. I now see the world as a place that is mine for the taking, open to endless possibilities, not something that is stealing the value of my life.

Ultimately, what I have found to be most important is my relationships with other people. Shandel is one of the most amazing of those people, and she is very dear to my heart. I want to thank her for helping me live to fulfill my purpose and to respond to the call to live looking forward instead of behind.

Today, having the experience behind me and a wide open future, I can look back and realize that the lessons I have learned are already benefiting other people that I share with. Sometimes we look at the dark times in our lives and can't understand why we are going through what we do. But I have started to look at mine as a way to learn so I can help others who go through similar experiences.

*Amy Shiner*

### IV. Game Schedule -- Define Your Values in a Life 301 Class

**Okay take an action step right now on living life by your values.** Join a [FALL Life 301](#) class today and get prepared for a shift that will carry you further - farther - faster. In the Life 301 class, you will gain insight and be equipped with tools, assessments, and support to do that one big goal you have left to accomplish on your 2008 Be G.R.E.A.T. list. 2009 is around the corner and it is time to take a step toward the real you, the true life, and your values. if you don't take a step toward the best **YOU** now ...when will you? Like my dad used to say to me, "SIS, you'll keep gettin' watcher gettin' if you keep doin' watcher doin'" So what will you do different today? What will you do today to ... BE the Best You can BE!

**"ASK SHANDEL"** We put a really cool journaling exercise on there this week called "9.9.9" so if you are not a subscriber to Shandel's blog? [www.shandel.com](http://www.shandel.com) and get regular updates from her radio show "Ask Shandel" and other stuff - do it now. Check out Shandel's recent appearances on the "Live from Seattle" radio show! We also love it when you leave your comments on this newsletter as well.

**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!

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