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I. Huddle Up -- Can You Win At Defense?



On the basketball court I love playing defense. I can be pretty good at it too. But the reason I am good at it is because I can't shoot. The only way I add value to the team is to play a hard defense and pass aggressively to my teammates. That makes me look like a great team player and wins me high fives, but it doesn't help the team win over the long haul. I need to be able to drive it in and score.

It's sad, actually, because I really do love to play (and win). But my defensive façade hides the fact that I am too lazy to practice my shot and not motivated enough to get a coach to help me. Worse still, I often find myself doing the same thing in life and business: excelling at defense to cover up laziness and lack of skill. Are you playing zone defense or the full court?

BEHIND DEFENSIVE SCREENS

Since a portion of my executive coaching and team development work includes conflict resolution, I witness defensiveness every day of the week. I see the most talented executives in the country operate in their highly honed defensive skills rather than strive for a teachable offense. Interestingly, both leaders and followers use defensive techniques in their game around the table: intimidation, aggressive silence, false guilt, and non-verbal daggers, for instance.

Being the queen bee of defensiveness myself, it is not hard to discern what buttons are being pushed. Fear of being taken advantage of, fear of loss of security, fear of unwarranted criticisms, fear of being found out, fear of making a mistake, and—my personal favorite—fear of rejection. The list goes on.

From a place of fear we set up a screen to protect ourselves. In both passive and aggressive ways we hide and isolate ourselves from truth that could bring healing and restoration to a huge pain in the team. The more talented we are at our defensive maneuvers, the more we fool ourselves that we are good team players because we are working so hard and keeping our zone from scoring—that is until we get passed the ball and it is up to us to score.

LETTING YOUR GUARD DOWN

I have found that we forget that we should be defending against opponents—not our own teammates. Think about the last fight you had with your spouse, close friend, or business partner. Did you forget you were on the same team as you defended your position?

What are you so fearful of that you cannot hear and accept feedback from the other members of your team? What are you protecting yourself from? What pain or weakness are you hiding yourself from?

On the other side, when dealing with a defensive person remember that being defensive is only a symptom of a deeper issue rooted in control, inadequacy, mistrust, or rejection. When dealing with yourself, remember the more successful you

are at protecting yourself and hiding from exposure the more difficult it will be to be a part of a winning team that goes the distance and leaves a victorious legacy.

As I expose my lack of offensive skills on the court, I can bring others around me to help coach me, teach me to nail the three pointer, and balance out my contribution to the team. May you be encouraged to let your guard down with your team so you can play the game together, knowing its not each other you are defending yourselves against.

II. Pep Talk -- Monthly Quotes

"The most significant change in a person's life is a change of attitude. Right Attitudes produce right actions." — *William Johnson*

"Character may be manifested in the great moments, but it is made in the small ones." — *Sir Winston Churchill*

"You have to set the tone and the pace, define the objectives and strategies and demonstrate through personal example what you expect from others." — *Stanley C. Gault*

"Of all the liars in the world, sometimes the worst are your fears." — *Rudyard Kipling*

"Part of having a strong sense of self is to be ac countable for one's actions. No matter how much we explore motives or lack of motives, we are what we do." — *Janet Geringer Woititz*

III. MVP Award -- Successful People Living with Intention: Joey and Amy Furlan



Last week I stepped into the new studio of Joey Furlan and was engulfed with sheer delight. Amy Furlan greeted me with my green tea, and my hair experience began! The delight comes from more than the aesthetics of a hair salon, though. It's the realization of a dream.

The Furlans have made intentional choices and done the hard work to create the life they truly desire. They were a successful young couple who were superseding their peers and yet longing to live the life they dreamed of. So they took the leap and made it happen! Through deliberate choice and sacrifice they are a model to all of us of what can happen when we pause to hear our heart and return to the foundations of what makes us great. (Check out the studio at www.hairbyjoey.com – it's cool.)

Here are The Furlans...

We knew it was time for a change, and a big one.

We were in Maui on vacation. In Maui it is so relaxing, almost as if time stands still. It was only in that stillness that we were able to clearly see just how hectic and fast-paced our lives at home were. We decided that the goal for us must lie in between the quiet, serene, calmness of Maui and the stressful, busy, and productive life at home. It was clear that Amy needed to work less, or not at all, being free to support our home.

We started meeting once a week with Shandel, who was immediately confident that she could help us through this transition by giving us a good perspective on what it would take to be a one-income family. She was instrumental in providing clear goals and objectives, and identifying root causes for our challenges along the way, because there were many. We felt really comfortable with Shandel, because she could not only see the big picture, but also could focus on the small details and work through challenges with us, patiently.

Today our life is exactly where we imagined while in Maui last year; directly between the calmness of Maui and the productivity of our Seattle life. Joey has opened his own private hair studio in our house, and Amy is managing that part-time, and doing some recruiting work from home. Life feels not only wildly successful, but just right.

- Joey and Amy Furlan

hairbyjoey@hotmail.com

IV. Game Schedule -- 2007 Countdown



It is time to prepare for...

2007 Intentional Living

"Concerning all acts of initiative and creation. There is one elementary truth-that the moment one DEFINITELY COMMITS ONESELF then divine providence moves too. All sorts of things occur to help one that would never otherwise have occurred and which no man could have dreamed would have come their way."

- Johann Wolfgang von Goethe

WHAT WILL YOU DO COMMIT TO IN 2007? How about an investment in YOU! Ask for it for Christmas? Budget it in for your staff for Q1? Save your latte money for a changed life! What will you sacrifice? What will you prioritize? What will you commit to. I hope the answer is YOU and YOUR LIFE so you can leave a legacy for others.

If not now...when?

New Classes begin in January
www.truelifecoaching.com

[Descriptions here](#)

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

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