



The Coach's Time Out

with Shandel Slaten



I. Huddle Up - The Lie of Silence and the Gift of Truth

I hate it when someone lies to me, don't you? At the age of nine, my mom taught me the truth about trust and I quote (because I'll never forget it!) "Shandel, I trust you completely and I will until the day you break my trust. If you ever lie to me, I will love you and forgive you, but I won't be able to fully trust you in that area again - it is impossible." Well, that changed the destiny of my life, but the part of dishonesty that was not taught in our home was the lie of silence. The "lie of silence" is that it's better not to say something, which needs to be said, because you are afraid of how the other person may react, don't want to hurt their feelings, think they should be able to figure it out on their own, etc. For example, not confronting hurt feelings and disappointments, which over time can lead to bitterness and resentment. Another example is when you see something in someone's life that is not right, but by your silence you give approval. You withhold your knowledge where you could give warning.

The opposite of the lie of silence is the gift of truth, when spoken in love and genuine concern. Let me illustrate with a simple example and then give you guidelines for telling the truth in love in more abstract or complex situations in your own life. I have a corporate client approximately 2 hours east of Seattle. Two weeks ago, I had one of my new friends stop me in the hall and say, "Can I talk to you real quick?" Then very meekly and unassuming he said, "I'm not sure if you are aware of this, but you may want to get your car into the shop and check the alignment." I felt instant relief and asked him how he knew I needed that. He went on to say "Well, I noticed your tires are wearing unevenly and it looks like it may be veering to the right and I just thought you may want to know with the seasonal weather over the pass." I was so thankful and had my car in the shop within the week.

Now, let me tell you what was going on here. About four months ago, I had noticed the car pulling to the right and alignment had crossed my mind, but hearing my grandpa's voice I thought I just needed to check the air in my tires. So I took my car in to get the oil changed and figured they would check the air in my tires at the same time. Then a few more busy weeks went by and I was aware that I still had to hold the wheel a bit to keep the car straight, but it seemed better. Then the problem started up again and I thought, "I wonder what's wrong, this is really irritating, next time I'll get my tires rotated". A few months later, I got my oil changed again and thought surely they would tell me if I need to get my tires rotated. Alas, they said nothing and I was so busy that I forgot to ask, but continued to think I better get that looked at soon. I could go on and on about the lame, dumb stuff that floated around unobtrusively in my brain, but here's the point - I **NEEDED** my friend to tell me what was wrong. I knew something was wrong, but I had no idea the importance of what was going on or what to do, **BUT** he did.

So why did he tell me?... and I guess more importantly, I want you to start applying yourself in this story and think about why you do or do not help others with their blind-spots. My friend told me that through the course of our communication training, he had heard me share examples of my style weaknesses of moving too fast to be observant of important things and not being mechanical, etc. He, on the other hand, is very conscious of safety, observant by nature, and detail minded. Walking by my rig, he noticed the unusual wear on my tires and, being a friend and knowing the dangerous conditions ahead of me, he took the risk to tell me. He knew that in addition to wearing out my tires, unless the steering was fully aligned in icy conditions, I would not have full tire traction. That was a gift to me. I knew something was wrong, but I didn't realize the severity of it. I also did not realize my alignment problem was clearly obvious to anyone else. How embarrassing! What if I had hit ice and crashed? Can you imagine the guilt he would have if he had thought, "Oh it's none of business." Or "I'm sure she knows." Or "She's so loud and obnoxious it would serve her right to be humbled a bit on the side of the road." Instead he took a risk. I was so thankful that he pointed out to me what was obvious to him, and now it's a done deal and I'm a safer and more "in tune and aligned" person for it. When was the last time you gave the gift of truth to someone in need?

A few guidelines for sharing the gift of truth...

1. My friend had nothing to gain or lose personally by sharing with me. **THIS IS KEY.** If you try to manipulate someone – you're not giving them a gift – you want something in return. **EXAMINE YOUR MOTIVES!**

2. He was polite, humble, and gentle. He told me because I was a friend and he cared about me. That came through loud and clear. He was genuinely concerned for my safety, he knew what he was taking about, and he knew the dangerous conditions that were ahead of me (where I was clueless).
3. He told me the truth about my situation in love and respect for me as a person.
4. He chose his timing and then asked permission to share.
5. He was unattached to the outcome. He didn't care if I got it aligned or not – I wasn't rejecting him if I didn't get my tires aligned, maybe I was working on my arm muscles and liked the extra tug. What I did with the gift was up to me.
6. He was gracious when I told him how I followed through on his suggestion and thanked him. He didn't lord it over me on how he'd been seeing it for 3 months and it was about time I got it fixed, blah, blah, blah.
7. It is always good to take a moment and think through the above questions and examine your motives before going to the person.

II - Pep Talk - Monthly Quotes

"The truth of the matter is that you always know the right thing to do. The hard part is doing it." ~ General H. Norman Schwarzkopf

"A coach is someone who tells you what you don't want to hear, who has you see what you don't want to see, so you can be who you have always known you could be." ~ Tom Landry

"You cannot teach a man anything; you can only help him find it within himself." ~ Galileo Galilei

"To be trusted is a greater compliment than to be loved." ~ George Macdonald

"Speak the truth in love." ~ St. Paul in Ephesians

"Many a false step is made by standing still." ~ Fortune Cookie

III - MVP Award - Profiling successful people choosing balanced living

I would like to introduce Nancy Kasmars as this month's MVP. You will love this strong, determined go-getter achiever woman with a contagious smile and can-do attitude. Not only has she survived some great hardships, but she has stayed true to herself, her values, and her ultimate goals through it all. The character she has gained through the storms have made her who she is today and I so admire her focused, tenacious, vibrant person. I am so proud of her recent accomplishments of being debt free and starting a business doing something she loves instead of something she "should" - love it! Nancy@thekasmars.com

Here's Nancy...

I have always been a believer in the saying, "When the student is ready, the teacher will appear." I met Shandel at a time when anyone (except me) could have looked at my life and told me that it was out of balance. My husband and I were pouring all our time, energy and money into an Internet business that was good in the heyday of the Internet, but not really viable a year and a half later.

When I began coaching, I thought I was working on improving my business. We had identified a few key issues to get started on when suddenly my father died. Instantly, it was not about how to turn around the business. Now it was my WHOLE life that was under the microscope. With the passing of my father, the stakes quickly got much bigger and I had to start searching for what was truly important in life.

So much happened in the following six months that it felt like just a few weeks. With coaching and accountability, our business improved and started down a positive track. However, after identifying the quality of life we truly wanted to live, we were not so sure that we wanted to continue with our business. With a leap of trust, both my husband and I accepted full-time job offers in the same company, and by the end of 2002 closed our own business. As fate would

have it, within 3 months we were both laid off due to the start-up's lack of cash. In fact, we were owed so much money that we literally thought we may lose our home.

I have learned that when things get that far out of balance and get that low, eventually the scale has to tip back toward the middle. After 2 months, my husband got a new job he absolutely loves. This allowed me to continue the search for what was important to me and pursue my passion in life. In my time to re-evaluate what I wanted, I chose to start a fashion business, representing a private line of women's clothing. Six months later, the results are amazing and the profitability is rewarding. We are happy, we have time to spend with our teenaged daughter, we laugh a lot more, and life is truly a lot more balanced. Last month, we paid off the last debt from our old company and we have a new freedom to live more of what we want instead of what we "should" or "need" to be doing. We are still busy, but now we pay attention to how much we try to get done in one day. More importantly, instead of surviving our life, we love the things we are doing and the people we are becoming.

Nancy Kasmar

IV. Game Schedule - Upcoming Events

Dream Giver Coach Training. I am very excited to share the news of being selected to participate in a training with Bruce Wilkinson author of "The Dream Giver" the weekend of October 30th - November 2nd. With only 10 coaches in the nation asked to attend the certification process with Mr. Wilkinson, I am quite honored to be one of them. Upon completion, they will send us client/"dreamers" who sign-up via the website (www.thedreamgiver.org) after watching CNN, Larry King Live, Oprah and the other stops he'll make in promoting his book. It is a wonderful opportunity and I highly recommend the book. It is at Costco or you can click on the link below. I'll report back next month.

November 5th/17th - Women's Study is in full swing. We are be studying Ephesians this year. The Cost is Free. Please contact ss@truelifecoaching.com for more information.

BE YOU CLASS to be offered at the beginning of the new year. It will be conducted via the telephone every other Monday evenings from 7:00-8:00 P.M. The cost is \$295 for 6 sessions and only open to 8 clients. Reserve your spot today.

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 send an email to ss@truelifecoaching.com with the word SUBSCRIBE.

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

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