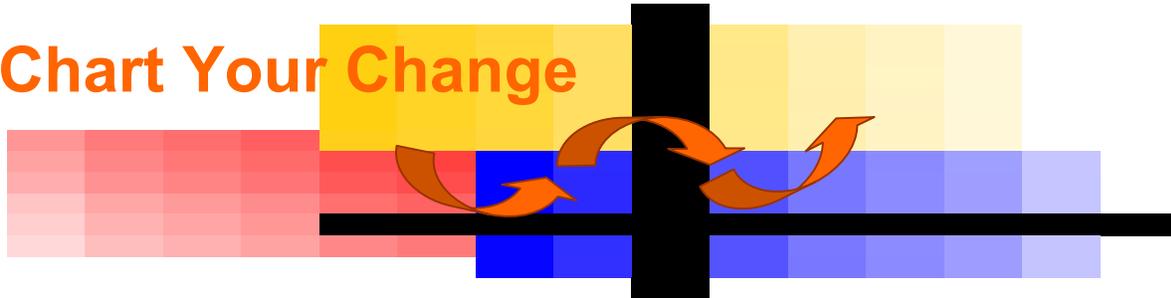


Chart Your Change



"I have spent many days stringing and unstringing my instrument while the song I came to sing remains unsung."
- Rabindranath Tagore



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Welcome to Chart Your Change.

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1. QUOTE OF THE MONTH

"Concerning all acts of initiative and creation, there is one elementary truth, the ignorance of which kills ideas and splendid plans; that the moment one definitely commits oneself, than Providence moves too."

-GOETHE

2. LESSONS LEARNED

WHAT IS SO SCARY ABOUT COMMITMENT?

Client: What if it's the wrong decision?
Coach: Well, what's the worst that could happen?
Client: I'm afraid I'll be consumed with regret.
Coach: What if it's the right decision? Then what?

Client: I'll be afraid that I won't be able to handle the new responsibilities.
Coach: So, it sounds like you're making a decision not to make a decision. Is that right?
Client: Well, yeah, that feels comfortable and safe. I see commitment as something that I can't get out of if it turns out to be a mistake.
Coach: It sounds like there's a lot of fear holding you back. Do you know what frightens you about making this commitment?
Client: I'm afraid I won't succeed and I'll look stupid but I don't really know what will happen because I don't give myself a chance. I feel sad that maybe I'm sabotaging myself.
Coach: I have a sense of you limiting yourself from true self-expression and missing out on achieving your heart's desire. Would you be willing to look at this from an entirely fresh point of view?
Client: Yeah.
Coach: Okay. What would a person who's not afraid do?
Client: Maybe that person is thinking of a positive outcome and is willing to take risks and make mistakes. I can see a positive outcome but I've made a big mistake that I don't want to repeat.
Coach: What did you learn from that mistake?
Client: That I need to have a plan B ready, have a good cash flow situation, a support system in place and a marketing strategy.
Coach: Did you know that before?
Client: No.
Coach: Were you doing the best you could at the time and with the information you had?
Client: I guess so.
Coach: What problems were created when the mistakes were made?
Client: Wow. I get upset just thinking about it. I lost my business. This impacted on me and my family financially and emotionally.
Coach: Have you corrected or moved beyond these problems?
Client: I'm working on it. I realize I would do things very differently today. In a way, the failed business was a good teacher. I'm learning that being fully prepared and having support is the key to gaining back my confidence.
Coach: Is there anything else that is getting in the way of you moving forward with your new business plans.
Client: Afraid of making another mistake.
Coach: Would you forgive someone else who made that mistake?
Client: Yes. It was beyond their control.
Coach: So, will you forgive yourself?
Client: I want to say, yes. It's hard to change my way of thinking about this. I need to stop blaming myself. I can see that's holding me back.
Coach: It is possible to totally commit to a goal and find that what you've committed to has fallen apart without hope of retrieval or revival. Yet, the alternative is to never realize your dreams or achieve your goals. What if I tell you that you can give yourself permission to

change your path and your commitment when all is lost? You now know what you didn't know before and can choose to make another commitment of your choice. Would that help you to commit?

Client: I like that. I always thought in terms of being stuck in a mistake but I can change what I commit to instead. Wow! I never thought of it that way.

Coach: It's also important to distinguish between when to let go of a commitment to a project, plan or relationship and when it shows up as a challenge - when obstacles and barriers might appear or when it gets a little inconvenient. A commitment means keeping your word and yet we all make mistakes and sometimes the choices we make are regrettable. But nothing is gained without committing anew and you wouldn't be talking to me if you weren't devoted to a life of personal growth and learning.

3. NEW PROGRAMS

CHART YOUR CHANGE NOW!

Summer is the time to set aside deadlines and suspend obligations for "ME" time! It is time for play and self-care and getting energized. Have you taken your vacation yet? Are you taking time to have fun, gather with friends, make plans to get away (without access to email, laptop or cell phone)? You know you need time to decompress, clear your head, do nothing. It is just as important as work, to have time to let ideas bubble to the surface.

As we come back from vacation and weekend getaways, and as summer winds down, we give fresh focus to the success of our own business or maybe think about finding the right fit for our strengths and talents, or decide it is time to improve our people skills and become a better leader. We can always use a boost to our career.

In the spirit of starting a new year, as when going back to school in September, you may be thinking about and assessing your development and career choices and deciding you need more training or knowledge to move forward or in a different direction. Now is the perfect time to plan for that personal and professional growth. As September approaches, and you return to your life's work, take this opportunity to get reenergized and make the changes you may have been thinking about for a while.

As you evaluate where you are in your company and how you and your organization can develop, progress, and expand, think about what skills and training might be valuable to you and your organization.

This fall, **Chart Your Change** is offering teleclasses, coaching programs and seminars for the organization. Which growth plan is right for you?

NEW CHART YOUR CHANGE SIX-WEEK TELECLASSES

In these six, 55-minute teleclasses, your success coach, Flo Mauri, will show you how to effectively address today's workplace concerns:

- Resolve Workplace Conflict and Resistance
- Flawless Communication and Active Listening Skills
- Build Community, Relationships and Interpersonal Skills

To participate use a regular telephone (land line). You will be able to join in, ask questions and be supported by a select group of people who also want to develop and expand their skills to make a satisfying difference in their lives.

Taking these classes will help you identify your strengths, learn new skills and use them to solve such workplace issues as:

- ✓ *Resistance to Change*
- ✓ *Difficult People*
- ✓ *Finding Your Voice*
- ✓ *Recognizing and Responding to Peoples' Styles*
- ✓ *Creating an Emotionally Intelligent Workplace*
- ✓ *Managing "Up" and "Down"*

In addition, as a one time offer, the first 10 people who sign up will receive a free customized assessment with individualized coaching tips.

This series of teleclasses are scheduled to begin September at 8 PM on a weekday night. Information on dates and registration will be available at the end of the month on our website www.thinkingwellconsulting.com.

To determine day of week, and ensure a meaningful experience for all, each series of six classes will have a limited number of participants. Please email me your date preference: Tuesday or Wednesday with a start date of September 19 or 20. Send email to flomauri@aol.com and reference "Teleclasses" in the subject line.

The fee for these stimulating teleclasses is just \$195.00.

Dates: Beginning September 2006 (dates to be announced)

Time: 8:00 p.m. Eastern

INDIVIDUAL COACHING

Coaching is a customized and forward movement process, addressing individual needs and goals. The approach is strength-based emphasizing self-discovery, managing emotions and learning to engage in transformative conversations. In addition, as issues of boundaries, blocks, resistance, and fear come up, the process addresses clarity of purpose, visualizing the change the client wants and experiencing a shift in how they use their energy, which often results in behavioral changes. This process helps the individual arrive at the core of their centered-self by defining and taking the path that naturally emerges from the newly discovered self-confidence.

Call me at 718-478-7015 or email me at flomauri@aol.com for a conversation about coaching and how it can help you be great at what you do and achieve a higher level of success in the workplace and personal life.

SEMINARS FOR THE ORGANIZATION

1. Intention, Language and the Message - What Are You Really Saying?
2. Cultivate A Culture of Emotional Intelligence in the Workplace
3. Manage/Resolve Workplace Conflicts

For additional information on seminars, workshops and coaching call me at 718-478-7015, or email me at flomauri@aol.com.

3. COACH'S TIP # 8 - MOVE THROUGH THE FEAR OF COMMITMENT

Insights and tips to help you move through the fear of commitment:

- Clearly understand what frightens you about commitment and why. You don't have to live out your past experiences in the future.
- Accept that any choice you make automatically cancels out other possible choices. There is always a tradeoff. You give up something when you make a commitment in order to gain something extraordinary.
- If you start second guessing yourself after you have made a commitment, put the breaks on mind chatter and STOP IT! You've committed. It's done. Go for it!

- Feel the fear and do it anyway. Know that you can handle anything that life throws your way because you can.
- When you feel the fear, take a big breath. Fear of commitment is often a habit, an instinctive reaction. Like anger, you can be with it without letting it control you. The knee-jerk reaction will often pass.
- Get real. When you find yourself living out a future that is colored by your fear of commitment, do a reality check. Ask yourself, "How real is my mental movie? Is this something guided by fear or is this likely to happen?"
- Think your commitment through and expect the best.
- When you commit you, you set in motion an unseen energy that brings to you, "all manner of unforeseen incident and meetings and material assistance." As the German poet and playwright, Goethe, concludes, "Whatever you can do, or dream you can, begin it. Boldness has genius, power and magic in it."

Tips are a result of inspiration from Quantum Leap Thinking ezine

Have a Joyful Month



Coach/Consultant to Emerging Leaders

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Request Flo for your next event. In addition to being the founder of Thinking Well Consulting, Ms. Mauri is an Executive Coach and Educator at NYU, teaching Organizational Behavior, Emotionally Intelligent Leadership and Management Styles. She is certified in Conflict Resolution and Organization Development. Ms. Mauri specializes in assessment tools and self-awareness techniques for maximizing human potential. Are you getting in your own way toward advancing your true aspirations and talents? Are you experiencing challenges in your business relationships and want to breakthrough repetitive no-win cycles? Are you ready to define and lead with your strengths? A coach can help you take action to achieve your goals. Contact Flo today for a conversation.

Chart Your Change is your select source for inspiration, coaching tips and personal development. We share the very best of essays, research studies and success tools for taking your human potential to the top of Maslow's pyramid: self-actualization and transformation.

If you enjoyed this issue we'd love it if you'd spread the word. If you receive this newsletter as a forwarded message and would like to opt-in on the list, send an email to: flo@thinkingwellconsulting.com and type "Add me in," in the subject line. If this email address has been mistakenly added to our list and you want to be removed, please type "unsubscribe." Your e-mail address is never shared with anyone without your permission.

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