

Chart Your Change



“Chart Your Change” is about knowing you’re ready for your life to take on another dimension of meaning and growth; trusting yourself to achieve what is possible without yet knowing.



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“We must be willing to get rid of the life we've planned, so as to have the life that is waiting for us.”

– Joseph Campbell

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Welcome to Chart Your Change

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1. QUOTE OF THE MONTH

“If you continue to think as you have always thought, you will continue to get what you have always gotten.” -- Marilyn Ferguson

2. THE ROAD TRIP METAPHOR (COACH ME, BUT FIRST TELL ME HOW IT WORKS)

The Metaphor

Have you ever dreamed of taking a road trip to a dream location? I always imagined that I would rent an RV, pack up my loved ones (furry and non-furry) and take off to visit those awe-inspiring national parks, quirky towns and meet fascinating people along the way, with an end goal of dipping my toes in the warmer of the two ponds. I realized I would need to make a plan. My trip is about enjoying the journey while getting to my destination. What about you? Maybe you’ve decided to move to another part of the country and you have a schedule to keep. How prepared are you for your road trip?

You have the desire to reach your destination but do you have a detailed map of where you’re going? Are there any road blocks in the way? Have you mapped out alternate routes. Do you know the terrain? Are there ruts and black ice to look out for and avoid? Will you be driving in fog most of the way or choose a different weather pattern? Without directions, road signs and a clear landscape, your strategy will fall short.

How will you know if you’re on the right track? Are you taking back roads leading you astray? Did you ever get off an exit by mistake and couldn’t get back on the highway?

If your goal is to get to California by car (from the East coast), in two weeks, how far will you need to drive each day? Where will you stay when tired? Did you prepare for contingencies? If you have a navigator, he/she could tell you how far you will need to drive each day; where all the Super 8, or Marriott motels can be found; what to do when a detour presents itself and warn you about the black ice up ahead.

In coaching, the client (driver) makes a commitment to show up and drive. The coach (navigator) makes a commitment to be a partner in achieving the client's goals. Your part is to keep driving and to keep your car in good working order. My part is to help you recognize and clear the obstacles in the road and to help you reach your destination. We draw up the map together. I may at some point, suggest alternate routes. We may tweak the map. You may realize that your goals are presenting you with a different destination.

Making a journey is a process. In our travels, we encounter obstacles on the way. We meet new people and discover different ways of being and thinking. We expand our beliefs and mind frames and often, gain insights about our place in the grand scheme of things.

What It Takes

To make a realistic change (and maintain it) in one's life or in one's behavior, there are certain conditions: a commitment to change, an element of trust between client and coach, a reasonable amount of time for the process and a willingness to explore opportunities, try new "moves" and generally be open to what the coach suggests.

What It Is

People get coached because they want to achieve something or change something and realize they need help in reaching their goals. Coaching is about the present and looking at what is working and not working in your life and moving you to get the results you want. It is about helping you to get clarity; identifying your needs, wants, desires and values. It is about moving through whatever is preventing you from reaching your goals. It is about taking action. If you have been "meaning" to do something for years, let's say, write a book, change careers, master soft skills in the workplace, coaching can definitely provide you with the process to find and put you on your path, and help you achieve your aspiration. What is often needed for someone to experience movement is the validation, acknowledgement, support and accountability coaching can offer you.

People want results. Coaching has a time frame, an action plan, and is results-oriented. But there's more to life than to achieve results: Coaching brings out your best self.

How Long Does It Take?

It is reasonable to expect changes after three to six months of coaching. I find that one month of coaching, really just scratches the surface. At this point, the client gains much self-awareness and insight and begins to bring up the blocks, resistance, and fears around their intended goal. It is a time of two steps forward and one step backwards. As an example, a focus of envisioning and getting a small business off the ground may take six months and more. Experiencing movement in making a career transition may take three months. Corporate professional development work usually takes at least six months of coaching. I recommend a commitment of three months to experience change and really see progress.

A Typical Coaching Program

We clarify the issue(s). We draw road maps and create attainable goals. With my distinctive approach, the client realizes that the answers she/he may expect from an external source, actually comes from within. The client will be asked to do things differently. What the client may think is the goal – may not be that at all. As coach, I am there to help with course corrections and clear thinking for the intended results. I will clarify and reinforce the learning each step of the way.

An important concept of coaching is that “you’re exactly where you are supposed to be.” This insight is a significant piece of the process – accepting who and where you are is the stepping stone to the path before you.

Ultimately, the truth about coaching is that you can get through life without it. But why would you want to, when you can achieve more and be a whole lot happier with yourself. Consider the Olympic athlete who competes without the benefit of a coach. How far will she go? Get in touch with the power of coaching and its many benefits.

Is there an issue that you’ve been mulling over for a while? Do you want to make a change in your life and don’t know where to start? Are you in the middle of a transition and yet don’t have a clear direction? Call me for a conversation about the benefits of being coached. Email me at flomauri@aol.com

“The big question is whether you are going to be able to say a hearty yes to your adventure.” -- Joseph Campbell

3. OLD GROOVE VS. NEW GROOVE

- Client: I know I want to be a writer and it’s taken me a long time to realize it but I’m concerned that I can’t make money doing this and this fear is keeping me stuck.
- Coach: Let me first congratulate you on realizing how important being a writer is to you and there are other issues you bring up, but first let me ask you, how do you know this is what you want?
- Client: I always loved writing. I majored in journalism. People tell me I’m a great writer. But for the past 20 years I’ve been in sales and while I’m doing well financially I’m thinking of quitting. I just don’t like my job.
- Coach: Wow. There’s a lot going on right now. Let’s look at one piece at a time. Okay? I can see that writing is your heart’s desire and a way for you to express your creativity and that this passion has been suppressed for over 20 years. Would you agree?
- Client: Absolutely. I really want to work as a writer. Even write a book. But I’m afraid that there’s no money in it.
- Coach: Yes. You mentioned this concern at the very beginning. Where does this belief come from?
- Client: I remember my mom saying that I should think about getting a business degree so that I could have a secure future and that if I chose writing as my career, I would have a life of struggle and uncertainty. I believed that and I wanted to have a comfortable life but I didn’t realize that I would be so unhappy.
- Coach: I can see that it’s been painful for you to have stifled that creative energy. It also sounds like this deep-rooted belief about a doomed writing career has limited you from even being open to opportunities and possibilities. What steps can you take now to break from that belief so that you can take different actions?
- Client: Gee, I don’t know – maybe if I identify writers I like and ask them about their careers, I might hear something different than what I expect to hear. I can also research magazines and periodicals about science fiction writing – that’s what I love to write about.
- Coach: That’s a great start. May I also suggest some ways to keep yourself open to new possibilities by writing (right now) at the top of a page, “old groove” on the left side and “new groove” on the right side. Think about what keeps you stuck and in the old groove and then think about the

benefits of being in the new groove. Here are some examples to inspire you to take different actions:

	<u>Old Groove</u>	<u>New Groove</u>
	Survival mode	Possibilities
	Brings up fear	Potential, growth
	Keeps you stuck	Expansion
	Limiting beliefs	Limitless
	Lower consciousness	Higher consciousness
Client:	That really helps me to see that being in the old groove doesn't serve me in what I want to achieve.	
Coach:	So, you're in a great place of awareness. What might help you move over to the new groove?	
Client:	I think I need to make a commitment to making this change.	
Coach:	Great. I can help you with this shift in your mindset by setting up some accountability with a simple assignment. How does that sound?	
Client:	Yes. I definitely want to make a shift.	
Coach:	This week, every time you have a deflating thought about pursuing your writing career, replace it with a thought like this: "I am willing to be successful in this new career." See how this begins to change your mindset. Also, when you expand and begin to develop a different way of thinking, new neural pathways are created in the brain. The more you practice this new way of thinking, the deeper the "new grooves" become.	
Client:	I didn't realize that I don't have to worry about "old grooves" getting in my way if I start to develop "new grooves." It's like, the "new grooves" take over and that's what I want. That's a great analogy for me. I actually feel powerful about making changes in my life. This was a great first session. Thanks.	
Coach:	You're welcome.	

The above script is designed to give you an idea of how a coaching session might start and where it might lead. If you're thinking about being coached and want a sense of it, call me at flomauri@aol.com to arrange for a complimentary consultation.

4. COACH'S TIP # 15 -- SHIFT YOUR MIND SET TO A NEW GROOVE

Here's a great visual on how to change a way of thinking – jumping from an old groove to a new groove.

There's a Hole in My Sidewalk

Autobiography in Five Short Chapters
By Portia Nelson

Chapter One

I walk down the street.
There is a deep hole in the sidewalk.
I fall in.
I am lost ... I am helpless.
It isn't my fault.
It takes forever to find a way out.

Chapter Three

I walk down the same street.
There is a deep hole in the sidewalk.
I see it is there.
I still fall in ... it's a habit ... but, my eyes are open.

Chapter Two

I walk down the street.
There is a deep hole in the sidewalk.
I pretend that I don't see it.
I fall in again.
I can't believe I am in this same place.
But, it isn't my fault.
It still takes a long time to get out.

Chapter Four

I walk down the same street.
There is a deep hole in the sidewalk.
I walk around it.

Chapter Five

I walk down another street.

I know where I am.
It is my fault.
I get out immediately.

"We can't solve problems by using the same kind of thinking we used when we created them." -- Albert Einstein

Choose to walk down another street and walk into your greatness. Explore and go deeper into the meaning of the "Holes" in your own sidewalk in my six session teleclass program, "Being in the Zone of Greatness" scheduled to start **April 26, 2007**. See details below.

5. TELECLASS NEWS

For those of you who participated, thank you for sharing and contributing to a thought-provoking and wonderful teleclass experience on March 1. Class notes, audio recording and participants' comments can be found at www.thinkingwellconsulting.com/teleclasses.html

The free introductory class mentioned above was a primer to the six-session **"Being in the Zone of Greatness"** program scheduled to began **April 26, 2007 at 8 PM Eastern**.

Being in the Zone is about shifting your mindset from an old groove that is not serving you to a new groove of expanded awareness, beliefs and possibilities. It's about finding that inner space of serenity, that virtual place of knowing your heart's desire and aligning that clarity of purpose with your authentic self. Perhaps a tall order, yet we come from greatness and it is our legacy to pursue and be in greatness.

A special price of \$95.00 is offered to the first group who takes this telecourse. In addition, a 20 minute laser coaching session will be offered to the first six individuals who register. For more info on this program, the benefits and to register, go to: www.thinkingwellconsulting.com/teleclasses.html

In addition to the special price and a free 20 minute coaching session (for the first six individuals), participants will have access to each session's recording, specially designed worksheets and customized notes. To give all participants an opportunity to interact, space will be limited. Register by **April 12** to take advantage of this special offer.

The benefits of "Being in the Zone of Greatness" program:

- To expand limited thinking patterns and beliefs
- To increase your enthusiasm for nearly everything
- To help you sustain a laser-like focus on your goals
- To identify, experience and relish your greatness
- To get in touch with your higher self
- To learn to be the CEO of your own life

"I really enjoyed being on the call...Flo was inviting, energetic, informative, professional and authentic. I liked the format and the interactive nature of this teleclass. I came away from the call with new insights and a new appreciation for Flo's work."

Have a Joyful Month!



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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