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Quotes for the Month:

"The test of courage comes when we are in the minority. The test of tolerance comes when we are in the majority." -- Ralph W. Sockman

"It is not because things are difficult that we do not dare; it is because we do not dare that they are difficult." -- Seneca

Dear Reader,

Where Has Your Story Led You?

"The truth is that our finest moments are most likely to occur when we are feeling deeply uncomfortable, unhappy, or unfulfilled. For it is only in such moments, propelled by our discomfort, that we are likely to step out of our ruts and start searching for different ways or truer answers." Unknown



I never told you how I chose my path. I was seven, only three months in the U.S., and starting school where a language different than mine was spoken.

As the new kid on the block I stood out as

different. Inevitably, the bullies at school quickly found me and one day I got roughed up a bit. The teacher, when approached by my mom, chose to take no action. I learned quickly, about people. You don't need to speak the same language to understand motives and emotions.

Why people behave the way they do, became my fascination ever since. At college, I took part in human relations workshops lasting three or four days each. It was at this point in time when my awareness of self and others evolved to a deeper level of meaning and understanding. These varied experiences taught me that the possibility of something extraordinary is always present when people feel safe and trust is established. In those moments when we lay down our egos (like unburdening ourselves of a heavy weapon) we freely and genuinely express who we are.

Much of what I learned then is reflected in how I work with clients:

People have their own story or version of what's true. Take the recent conversation between Oprah and Iyanla Vanzant - which took place after 11 years of a broken relationship and misunderstanding. Each one had their own belief of what really happened based on their perception of the situation. It took both of them a very focused intention to hear what the other was saying without judging it and come to a place of understanding.

Today, I tell my clients that a conversation's much like an iceberg. What's being said - what's on the surface is only 5% of the communication and 95% is what people are thinking, feeling, processing, and not saying. That's below the water line.

As a coach, I help my clients find their *own* solutions. This gives my clients power in the conversation and often, for the first time, they connect with and become who they truly are and begin to experience movement, growth and success in their lives. I consider that a privilege. Today, I can say, I'm deeply grateful for that early childhood experience. It's influenced my entire life and my life's work - for the better.

When you think of your life's story, I'm sure you can identify the pivotal moments that changed your life or guided you in a new direction. I'm sure you've thought about those "freeze frames" before and how they brought you to where you are today? Acknowledging these critical times of your life allows you to validate who you are; make different choices or have certainty about the path you're on. I encourage you to write your story, discover those pivotal moments and find the patterns that have led you to where you are today. If you find yourself in a place that doesn't feel like you're "living your best life," make the change that's right for you - and get support to do it. A derailment doesn't have to be permanent. Jump to another track.

I'd like to hear your thoughts about your journey. Leave a comment on my blog [Chart Your Change](#).

**Starting in March 2011
Flo's Phone Conference Series**

We are offering a new series, Leadership Mastery for Women, with highly demanded topics each month for 10 months, including The New Influential You, The Power of Language and Delivery, Tell Your Story with Persuasion, Setting Goals for Results, while also providing you with practical techniques.

Please tell me which topics are most meaningful to you? [Click here](#) to respond.

With loving support, I thank you for being part of the *Chart Your Change* community.

Have a Joyful Month,



Flo Mauri

Thinking Well Consulting
Coach/Consultant to Emerging Leaders
Relationship Building Architect
Flo@thinkingwellconsulting.com
Flomauri01.Wordpress.com

