

AWAKEN YOUR PRECIOUS PRESENT
Discover What's Missing Find The Answers
Ignite The Spark Within

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- **Visit our website at www.trulyhumancoaching.com**

To Submit ☺
articles,
questions or
comments,
write Jim
directly at:
Jim@trulyhumancoaching.com

Have an
upcoming
event? Contact
Jim to submit
today!

“Seeing is for
impeccable
men. Temper
your spirit
now, become a
warrior, learn
to see, and then
you’ll know
that there is no
end to the new
worlds ...”

from: Carlos
Castaneda- A
Separate
Reality-
Spoken by don
Juan



Greetings Friends,

Life is such an adventure... a daily play mixed with exploration and discovery of treasures. More and more people are finding their treasures....or more accurately, making decisions to step out into the restrictions they have lived in and create a world that they love! My first article shares two highlights the lives of two people who are living their dreams as a result of a few decisions... albeit life changing decisions.

The 4th and 5th habits are discussed ‘succinctly’ followed by a bit of word play from an NLP perspective. As many of you know, ‘language is NLP’s middle name’... so this month I am adding this feature to the newsletter... you know there are many...many words... let me know how you like it!

I am offering 4 complimentary coaching sessions this month.. the third Friday (5/19/06) between 10am and 2pm. This too is a fairly new feature. How else to spread the greatness of coaching than to spread samples! Experience coaching for now! Sign up today and write jim@trulyhumancoaching.com or call 847-256-2396.

Enjoy the articles, browse the upcoming local events and create great moments...

Hey, did you notice, there are a perfect amount of clouds in the sky today?

Blessings to you all,

Jim

Coaching: Winning the Game Of Life

Let me share with you a couple of stories about coaching clients... winning the game of life:

I read an article recently entitled “The game of life”, yes, about life coaching. It told of a story of a Cheryl, a massage therapist who dreamed of opening her own business, a wellness center for alternative therapies. Through coaching, Cheryl’s aspirations became a reality; she discovered that all the hurdles that stood in her way weren’t so insurmountable after all! Within months Cheryl had a business plan, a bank loan, an office site and a list of prospective employees!

Another coaching client, Debbie, 49 years old, 2 years ago ‘down (and out) sized’ and working now selling insurance...doing quite well at it. She had a dream of one day “living in Colorado”... through a coaching discourse, Debbie decided: “Hey, I will move to Colorado!”... so without knowing a soul, she purchased a home, told her current employer she was leaving, found a job and is moving with the next 2 months!

Client after client, story after story, day after day I am blessed with the opportunity to partner with people and help them to move forward in their lives; through conversation, through exploration, through action...people change, people grow, people find what they are looking for; people connect with their dream... men and women alike take the steps they need to achieve their goals, to touch their dreams!

What are your days like?

How do you want to spend your days?

.....

Join us for open discussion, sharing of tools and new directions for your relationships on May 9th and May 16th at 7pm for discussion about Authentic Relationships; for honesty and intimacy in your relationships! Call Jim at 847-256-2396 or write at jim@trulyhumancoaching.com for more information or to sign up today.

Habits 4&5: A Natural Synergy

Habit 4: Think 'win-win'

Habit 5: Seek First to Understand Then To Be Understood"

In thinking "win-win"...how do you approach your relationships? In thinking for habit 4, for me, I incorporate habit 5. I do believe that a large part of thinking 'win-win' is to seek first to understand the other...seek to find out what is it the other thinks, feels, wants, enjoys... to listen to 'what is going on over there', a rather than attending to what "I" want...deserve....

Replacing what about you with 'what about me' really shift perspective... Yes, sometimes there is and needs to be a 'what about me' focus...

When is it time to think about ourselves and become "self-ish" and when is it time to think about 'the other'?

Well, I can say that his has to do with balance... or rather...being out of balance. How many times have you gotten into a disagreement, an argument, some discouse that was not moving in the direction you may have wanted. When this 'out of balance' shows up is an ideal time to ask the question: What is going on over there? To look to how you both can 'win' so to speak... to get out of the muddle...to focus on what is important.

- So what is important? *

In relationship, what is really important, if you do hold the relationship is important, is to hold this up as most important.... Why? Well, if it relationship you want, than it must be given it's due diligence, its' place in the level of importance; actions that speak to the value it truly holds in your life... give it it's value, then how do we do that?

Please join us, share, listen in and learn tools of communication excellence that you can use immediately in your relationships... write jim@trulyhumancoaching.com for more info ☺

NLP: Words: Response-able

Response-able... A friend and I were talking one day, about his dislike for the word "Responsible".... Think about it... response-able, able to respond...

As humans, we are response-able... we are able to respond... When things happen in the world, we react, respond and relate... How many times have you heard someone say: I couldn't help it...or "he upset me" or "she made me mad"... Or in traffic... waiting at a light, behind someone in the left turn lane, you see they have a chance to turn, they don't and you get mad... "How could they not go!?" Would one be pleased with that reaction? Or would choosing a different, less upsetting or even a more compassionate response feel better? What about patience? Peace of mind?

Which would you choose?

The words we use each day, we really don't think about them, do we? When someone says they'll keep an eye on your coat, they will really not put one of their eyes on your coat! Or the person that wants to start "watching what they eat"... now, have they, up till now, been eating with their eyes closed? To get more specific, for the person watching what they eat, what does that really mean? When we tell our children, "be good in school", are we presupposing that it is ok to be "not good" elsewhere? Are we not also assuming that they have some idea about what "being good" really means!

I recall in my management days, I was giving training a new manager who was giving direction to one of the cleaning staff directions, letting him know to clean the bathroom. A day or two later, the new manager came to me flabbergasted: he let loose "I told that cleaning staff to clean the bathroom, he didn't wash the mirror, the toilet or behind the toilet!" Confused and curious, we went to talk with "Matt" the cleaning person. The conversation went something like this between Matt and I:

"Hi Matt, did you clean the bathroom this morning?"

"Yes sir, just did it an hour or two ago"... (He said proudly!)

"Will you show me what you did Matt?"

"Sure Mr. Accetta..."

We walked to the bathroom, and Matt proceeded to show both of us and explain: "You see every day I sweep and mop the floor, and wipe down the sink, see." As he showed us what he thought was a clean bathroom.

You see, in NLP we understand that words have multiple meanings that the deep structure is subjective, and if we truly want to communicate our meaning, then it is important to be clear and speak in experiential terms.

So what does that have to do with being response-able? Well, they are all words, and in NLP, language, words are our middle name. Also, too often in our relationships we look to the other person, the 'listener' to understand. We place the 'response-ability' of understanding our 'meaning' when really, it is our response-ability to insure our message is clear. In fact, a major pre-supposition in NLP and in other fields of communication excellence is:

9. The meaning of any communication is the response that it elicits.

It is the response-ability of the communicator to insure the message is received by the intended person or audience. Meaning is subjective, it is up to the communicator to create the experience and meaning that is intended.

(see <http://www.midwestnlp.com/presuppositions.php> for more presuppositions)

For many of you, you depend on your ability to communicate clearly, well, yes, there are some that believe it 'good enough' is 'good enough'.... Is that like saying let's be satisfied with mediocre and 'average'?

NLP offers models of behavioral excellence, some of the first having to do with excellence in language and influence...as well as excellence in rapport and trust in relationships. Stay tuned for further articles on language, perhaps ambiguities? Perhaps I will not be as 'a parent' ☺

In May, I am offering a two evening tele-class about 'authentic relationships'. During the first evening, we will talk about 'requests, shares and questions' as tools we use in our relationships. During evening two, we will share how using these tools has shifted our relationships, as well as examining the words we use that may contribute to problems and greatness in our relationships! Go to:
<http://www.midwestnlp.com/nlptraining.php> to sign up today!

UPCOMING EVENTS

Open Hypnosis Forum:

Hosted by Larry Garrett of Garrett Wellness Center
Sunday, May 7th, 1pm-3pm
3020 N. Kimball Avenue, Chicago

If you've not been to Larry's, and enjoy good people and the topic of hypnosis or personal growth, then this is the place to be! Larry has been hosting this group for MANY years. The group includes: fellow hypnotists, trainers, coaches, business owners, current and former clients, neighborhood folks and friends and associates with purely an interest in learning more about hypnosis as well as some just there to socialize with kind people. For more information, write Larry at mesmer1@aol.com.

The Power of Connecting: How to Build a Marketing Platform By Leveraging Your Social Capital

MONDAY, May 8

**DON'T FORGET OUR NEW TIME - 6:00 to 8:30
(doors open at 5:30 for networking and socializing with food and drinks)**

AND OUR NEW WEST SUBURBAN LOCATION:

*Dominican Univ. Priory Campus, room 263
7900 W. Division St. River Forest, IL 60305*

You may have heard the phrase "six degrees of separation", but do you know how to utilize the concept of Social Capital to grow your practice? In this

interactive workshop, Kim George takes the mystery out of networking and practice building by outlining the essential skills every coach needs to be build a powerful platform. Social Capital, the power and potential of your professional and personal networks, is the key to building a marketing platform that gets clients and gets results. Kim will walk participants through interactive small group sessions on how to map out your networks, determine your network potential and untapped resources, as well as utilize the power of connecting to add maximum value to your key business relationships and referral sources. Building your business has never been this natural, or this fun!

Registration Information:

Date **Monday, May 8**

Time **6:00 PM to 8:30 PM**
(doors open at 5:30 for networking and socializing with food and drinks)

Location **At a NEW LOCATION:**
Dominican Univ. Priory Campus, room 263
7900 W. Division St. River Forest, IL 60305

Click [here](#) for a map

And [here](#) for Directions

UPCOMING TRAININGS:

Are your relationships all you want them to be?

Building Authentic Relationships

Tele-conference: 7-8pm: Tuesday May 9th and May 16th
To Register, contact Jim @ jim@trulyhumancoaching.com or call 847-256-2396 to reserve your space today!

Are you:

- Having trouble communicating?
- Missing something in your relationships?
- Feeling distance, loss of connection, or alone?
- Angry, frustrated, feeling at a loss?

Do you want:

- Ease and comfort?
- More intimacy?
- More meaningful conversations?

- Fewer problems?

Learn about 'radical conversations' and how you can transform the quality of your relationships!

PARENTS AS GUIDES

The parent we think we should be may not be the parent our child needs us to be. It is important to see our children as individuals. Believing in these statements will change our approach to parenting. Spend a day uncovering driving forces that influence your parenting. The format of experiential exercises is designed to assist you through personal discoveries to unlock the door to easier parenting and more fulfilling relationships.

Place: Radisson Hotel, 2875 Milwaukee, Ave., Northbrook, IL 60062

Date and time: Saturday & Sunday, May 6 & 7, 2006 9:00am – 5:00pm

Cost: \$250 Individuals, \$450 Two Parent Rate

Early, early bird discount rate 5% off early bird rate by
March 24

Early bird discount rate, by April 15, 2006 (Below)
\$225 Individuals, \$415 Two Parent Rate
\$75 non-refundable deposit to hold your space
Payment in full by April 28, 2006

Marsha Marsh, CPCC is a Certified Professional Coach, Workshop Leader for individual groups as well as corporations and a Teams Course Facilitator. She is author and facilitator of Communicate and Co-Create, Dealing with Difficult People, Parents As Guides, and more. Having experienced challenges with her own children and aware of the prevalent self-destructive patterns of today's youth, Marsha knows today's children are in dire need of a more conscious way of parenting than our current generation of parents has been prepared to give.

Call or e-mail Marsha Marsh Coaching for registration and any questions.

847-537-7691, mmarsh8266@aol.com

Design Human Engineering comes to Chicago, August 8-13

Join John LaValle, MBA and President of the Society of NLP and Barbara Stepp, Master Trainer for Design Human Engineering™ in Chicago.

Absolutely no experience necessary

This is the first DHE in Chicago since 2000, with [Richard Bandler](#) and Barb Stepp.

It is the only one offered in the US this year and probably 2 or more, so register early to get the low tuition.

Mark your calendars for August 8-13, 2006!

In Design Human Engineering™, we teach you how to design and install tools and devices inside your mind to create new and never-before-experienced powerful states. It's not really about the tools, although designing a ruler, electronic measuring device, magnifying glass or in my case, a machine that eats up cancer cells (worked for me) etc. could be valuable, couldn't it? And that's only the beginning! DHE™ helps you to design and install the elements to propel yourself into futures of excitement and opportunity. So, It's not just about tools, it's to show your mind what's possible-expand the field of possibilities. Richard Bandler has said that anything is possible. And he has proved it again. The driving force to take something you do well and make it better. Or simply heard something new. Is inspiring and fun. Join DHE for a never-before experience.

NLP Fundamentals!-Communication Excellence

Saturday & Sunday – September 9th and 10th ; 10-6pm
The Purple Hotel- write jim@trulyhumancoaching.com for more info

Communication Excellence!

Have you ever noticed people that were so influential and persuasive? In any situation? No matter what? Where these people born gifted? Did they learn these secrets from some guru? The answer is, most of them do not even realize how they do what they do, but now you can learn these patterns yourself!

ANYONE CAN LEARN TO BE MORE INFLUENTIAL

Communication Excellence!

It all has to do with how we use our own brain—how we connect our language, its how we use our verbal and non-verbal behavior, and how you can increase

NLP has to do with the study of the structure of subjective experience AND Communication Excellence.

Learn more than you ever thought possible, attend an NLP workshop and experience the magic yourself!

your influence!!

GAIN THEIR INTEREST AND ENTHUSIASM

Ever wonder how you can create a sense of wonder and curiosity...a strong desire to learn and listen even closer to what you are teaching or saying? LEARN NOW what thousands of others have learned. Gain for yourself the insight that allows you to create the results you want, in almost any situation!
Register today!

Here is a two day intensive with "some NLP you can use right away" kind of focus. I will be spending most of the time on communication tools, building conscious/unconscious rapport, and some "NLP Basics" on day one, while on day two focus primarily on "meta-programs", the specific language patterns to enhance rapport and influence. Above is the 'ad' that I have on my website: www.midwestnlp.com.

The cost of the workshop is \$379.00 for both days... I hope to see you there! Write me at jim@trulyhumancoaching.com or call 847-256-2396 to confirm.