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COACHING FOR RESULTS

Self or Selflessness

Recently, my 22-year-old son taught me another valuable lesson. He had just been through a relationship break up and was struggling a little. Having been through one myself, (as I am sure most of you have been at some stage), I understood the emotional roller coaster of such an experience.

We decided to take a trip to visit grandma, who lives about an hour and a half out of town. About half way there my son suddenly turned to me and said, “you know dad, it’s so easy to get caught up focusing on **self**, so much so that all you can think about is you and your problems to the stage that you become **selfish**”.

As he said that, it came to my mind that perhaps I had once again become caught in self. It’s so easy to focus on all your own *‘problems and challenges’* whether in relationships, children, family, finance or business, that we lose sight on what is really important. Events such as September 11 and Bali, capture our attention and help us focus for a time on what is really, really important and then we easily go back to self.

As we come to the end of the calendar year and we are about to celebrate Christmas, I am reminded again of the example of one of the great leaders of all time. The reason we celebrate Christmas is because of the birth of Jesus Christ. His example as a leader was to be **selfless**; to serve others before self, to put himself last, not first.

As we come to this time of year may you take time to think about:

- Those who won't be celebrating in many different countries due to oppression.
- Those who are here but will be alone.
- Those who receive no gifts or special food.
- Those with no family.
- Those who are in broken relationships.
- Those who are in financial need.

Two years ago when my children and I decided to give up our Christmas day and help feed 300 lonely and perhaps homeless or underprivileged people, I was amazed to find that:

- Two people lived around the corner from me, they were neighbours
- One person worked with a company that I knew of, and nobody in that company knew that he would be alone.
- That there were many still living in virtual poverty.
- That single parents feel very alone at this time.

So if you get a chance between now and Christmas day, you may think of somebody around you whom you might give some support to.

As we close this calendar year may I wish you and yours a wonderful New Year, a restful and peaceful time over Christmas and thanks for your support over this last year.

NEXT YEAR

Coaching the Coach Club

Commencing Friday the 7th of February at 28 Mills Street Cheltenham, a twelve-month program designed for leaders and trainers. Anybody who is responsible for attaining results through others should consider this program.

Program Content will include:

- Leadership styles. What works for you?
- Prosperity consciousness versus scarcity mentality
- The fourth wave of leaders
- Chaos theory and new paradigms
- Alignment of teams and groups
- The path of fear versus the path of courage
- Building your client base and servicing it.
- How to build "TRUST" in the first five minutes.
- Listening Skills.
- Handling objections.
- Image, internal and external.
- The power of intuition.
- Powerful negotiation.
- Understanding personality styles.
- Advanced communication skills.

Your Investment for this 12 month program - \$2595

For further details please e-mail – johnlock@connexus.net.au

Workshop Series on Emotional Intelligence

In March I will be presenting a Workshop Series on Emotional Intelligence with Dr Cynthia Davis, clinical psychologist and founder of Mindwise (www.mindwise.com.au). The program has been designed on the basis of your requests and includes an assessment of your Emotional Intelligence using the BarOn Emotional Quotient Inventory. The program is as follows:

- Emotional Intelligence in the workplace – full-day workshop
March 12th – Investment \$295
- Emotional Intelligence for Leaders – full-day workshop
March 13th – Investment \$295
- Emotional Intelligence for Couples- full-day workshop
March 14th – Investment \$395 per couple

The EQ assessment done is normally \$400. Please advise your expression of interest as soon as you can and in the new year I will let you know venue and further details.

Till then,
May all your miracles come true!

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