

**April 2005 Volume 56**



# **COACHING FOR RESULTS**

## **Mental, Emotional & Spiritual Intelligences (IQ, EQ, SQ)**

In 1990 Peter Salovey Ph.D and John Mayer PhD coined the term Emotional Intelligence. Daniel Goleman's brilliant book Emotional Intelligence has opened many people's eyes to the fact that EQ or emotional quotient holds part of the key to one's happiness and well being, and helped us to realize that our emotional makeup can be so much more important than our mental, or what we refer to as IQ, - intelligent quotient.

## **Intelligence Quotient (IQ) vs. Emotional Quotient (EQ)**

IQ is essential for learning and mental development and EQ is much more important for happiness and success.

We have all known people who did not complete college, but who have become very successful in business. We call them street smart. We also know people who, on the whole, are positive, communicative, pleasant and supportive - these people enjoy a high level of EQ.

The good thing about EQ is unlike IQ, which remains more or less fixed in adult life, EQ can always and at any age be improved.

## **Emotional Intelligence**

I believe that people have a lot of knowledge on what is good and what is important, but ever so often lack the skills of applying this knowledge in their life. We have identified a number of skills that are important to being able to improve your EQ.

## **The 10 Essential Skills of Applied Emotional Intelligence**

1. The ability to identify, understand and manage your feelings.
2. The ability to motivate yourself to take consistent action towards attaining your ultimate goals.
3. The ability to expand or change your perspective
4. The ability to understand your mental filters (values, beliefs and expectations)
5. The ability to resolve internal and external conflicts
6. The ability to let go
7. The ability to assert yourself
8. The ability to identify and control your fears
9. The ability to cope well with stress
10. The ability to prioritize your activities and use time effectively

Working on this list is a lifetime project, and definitely worth the effort. **But there is a shortcut!**

## **Spiritual Quotient**

SQ is more difficult to define because it is based on Spiritual Intelligence, which is an abstract concept. Unlike EQ or IQ, SQ cannot be measured. Spiritual Intelligence has always been there, completely, and it cannot be improved. In fact, it does not have to be measured or improved because it is already perfect!

The "God spot" in the human brain is a built-in spiritual centre and located among neural connections in the temporal lobes (Persinger, Ramachandran 1997). On scans taken with positron emission topography these neural areas light up whenever research subjects are exposed to discussion of spiritual or religious topics. The God spot does not prove the existence of God but it does show that the brain is sensitive to wider meaning and value.

Humans are essentially spiritual beings, evolved to ask fundamental questions. "Who am I?" "Where am I going?" "What do others mean to me?"

We cannot develop SQ. We can only enhance our understanding and awareness of it, improve our inner connection and expand our ability to practice it.

## **10 Ways to Raise Your Spiritual Connection**

1. Treat others as they wish to be treated
2. Smile and laugh a lot
3. Forgive others
4. Tell the truth
5. Make it okay to feel deep feelings
6. Learn to let go feelings of anger, anxiety etc. and "TRUST".
7. Avoid judging, criticizing, complaining and blaming

8. We are all going to have good times and “challenging” times, and that’s OK.
9. Take a deep breath in, suspend all thoughts.

When you learn to “BE”

You’ll have more

And “DO LESS”.

10. Be thankful for all you have!

Once you have connected to Spiritual Peace, everything just unfolds the way it is suppose to, one moment at a time – perfectly. Just sit down and enjoy the show. Deep inner peace, is always there just waiting for you to connect with it. This is the place of connection with other people, God and all of nature. It is where healing, inner fulfillment, true personal power and freedom come from. Are you there yet?

### **NEXT BREAKFAST – SEPTEMBER 7<sup>TH</sup> – BOOK IN NOW!**

**Breakfast Keynote Speaker:**  
**Dr Cynthia Lockwood**



#### **Your Relationship Makeover**

In this keynote address Dr Lockwood will introduce you to 6 key concepts essential for success in any relationship.

In just 20 minutes, you will learn and discover more about relationships than most people recognise in a lifetime.

Be sure to attend the breakfast and take away life enhancing value.

**Closed Door Speakers:**  
**Dr Cynthia Lockwood &**  
**Colin Green**



#### **Dr Cynthia Lockwood**

**The Relationship quadrant: you, love, work, world**

In this workshop you will discover relationships in terms paradox, tension, transformation, binding patterns, skills and mystery. Your learning will assist you to:

- build confidence, self-esteem and emotional literacy fast

- achieve deep self-awareness and powerful intuition
- be a star performer in the workplace
- keep on creating love.



Colin Green

I'm going to share about an hour of what I have discovered to be the most powerful yet easy-to-get-right aspects of exhibiting - yet soooo frequently overlooked or skimped on. You'll love it!

We'll start with our objectives in exhibiting - and who our target market really is. We'll consider cost-effective ways to drive buyers to your stand and to stop them when they arrive. In fact I'm going to discuss a mindset shift that involves integrating expo marketing right into our promotional mix... (quiver...)

Stand design will be considered too - not from the viewpoint of the exhibitor - but focussing on the buyer. Some "Dos" and some "don'ts"...

Staff make - or break - exhibit effectiveness so we'll share some thoughts on matching staff with the target market - making them welcome and ready to open their hearts and cheque books to you.

We'll finish off with lead collection, follow-up and conversion. Which is a pretty good topic to think about considering that over 80% of leads are simply never followed up.

This last part is entitled "The Nailing of the Tail" so let's think about whose tail we plan to nail to get outstanding results at exhibitions - EVERYWHERE!

Breakthrough for Breakfast	
Venue:	Palladium, Crown Towers, Melbourne
Date:	September 7th
Time:	6:45am - 9:00am - Breakfast and Keynote Address 9:15am - 11:00am - Closed Door
Book Online:	<a href="#">Breakthrough for Breakfast Shopping Cart</a>

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**This year “The Year of Breakthrough”**