

THOUGHTS FOR THE

# good life

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**Are you waiting until the end of the summer to make things happen in your life? Coaching is an easy and fun way to get clarity, and get moving. Generate results effortlessly with a professional coach on your team. Call me and we will get you focused and in action.**

*Summer is here and what a delight! We certainly earned some fun in the sun this year. I am happy to report that I had a healthy, delightful little girl in early April. I have enjoyed a break from my normal working activities and spent a lot of time nesting. I have gently eased myself back into the world of work and would love to hear from you if you are interested in coaching or completing a Kolbe interpretation for you or your team. See the Kolbe article in this newsletter.*



*Be well and enjoy!*

## How well do you say NO?

How often do you say yes, when you really want to say no? Or do you respond with a list of reasons why a request isn't a good idea, when a simple no is what your gut says? Each day we are bombarded with invitations, requests and opportunities. Learning when and how to say no is how we create healthy boundaries.

It sounds so simple, yet many of us find saying no a real challenge. What's so tough about it? Many of us are people pleasers and fear that if we say no to our family, friends, co-workers or clients, they won't like us. If we decline this time, will they ask us again? Will the client offer us work again? Do we even have the right to say no?

Sometimes we are driven by "shoulds" – what we believe is expected of us from others or our own expectations. Acting on our "shoulds" can create tremendous stress when there is a conflict with our internal feelings. Listen carefully to what you say. When you hear the word should, stop and ask yourself what you really want and examine your motivation. Be honest with yourself. Act from that honest place.

I often give my clients the homework assignment of "saying no with grace and without explanation." Begin small. Notice how you feel when you honor yourself as you experiment with honesty. At first, it can feel uncomfortable. Don't let that stop you. Clients feel so much lighter as they become more and more comfortable with saying no.

I recently worked with a client who had a high paying management job in a profession she had worked in for years. When she was honest with herself, she recognized that she wasn't interested in the promotion management was dangling before her. She realized the work wasn't a fit for her and that her passions lay in other areas; however, she felt she should stay. She didn't want to disappoint her family and bosses; furthermore, the salary and benefits were more than she thought she would ever earn. She struggled to make the situation work because she wouldn't give herself permission to say no. Amazingly, the firm had a layoff and she was let go.

Today she is busy creating a new publication, using many of the skills she learned in her previous job, applying them in an area in which she is passionate about. She is risking it all, even bartering her kitchen chairs with a graphic designer for the new project! There is an excitement and lightness to her voice that didn't exist before. Recently she said, "I hope this works! I am following my passion and taking a chance – I wouldn't trade the opportunity for anything."

### Bring Yourself Out

**Within each of us, there are messages that reveal themselves, if we just slow down and listen. So how do we hear or become aware of these little gems? For each of us it is different. I often ask new clients to begin journaling as a way to connect to their inner selves. The understanding of self and discovering an inner peace is often touched for the first time. As Julia Camera, author of *The Artist's Way, A Spiritual Path to Higher Creativity*, says, "Just show up on the page and your creativity will follow."**

**I keep a journal by my bed and let thoughts spill out on the page when they jump into my head. Many days I just write about my frustrations and daily schedule. Once that's out of the way; insights and ideas of what's next begin to show up on the page. I use the written word to calm myself, to ask the unanswered questions of the day, for gratitude and prayers and even for creating work solutions. Many days completely formed presentations or articles appear effortlessly as I write. I delight when this happens. I invite you to show up on your page and bring yourself out!**

"You may be disappointed if you fail, but you are doomed if you don't try." BEVERLY SILLS

# What are your natural instincts?

As I developed my coaching practice, I noticed there was a huge difference between how individuals take action in their lives. The Kolbe (A™) index provides an understanding of how individuals most naturally solve problems. It gives them an opportunity to work with their instincts not against them. Clients discover the freedom to be themselves while accomplishing their desired goals.

I worked with two business partners, who had recently created a new enterprise. Pete's Kolbe index results said he is an Innovator: he thrives on taking risks, using his intuition and shooting from the hip. He needs the challenge of finding or creating new opportunities and is energized by sales calls. He doesn't have a lot of energy for the detailed proposals once he has created the opportunity with the client.

On the other hand, Larry's Kolbe index showed that he is a Researcher. He inclines toward doing the investigation, writing thoroughly prepared proposals and ensuring that all the business details are handled each day.

Both men acknowledged the guilt they had been feeling about not "doing it all". For example, Larry avoided making sales calls and felt like he wasn't pulling his weight in that area. Pete felt guilty when he dropped the ball in getting detailed proposals together and noticed that Larry did a more thorough job.

When the two partners heard their Kolbe results, they felt liberated. They had a solid understanding of

how to revise their working relationship. They defined their specific responsibilities to be in flow with their natural strengths. Today their business is growing quickly and they are amazed at how much easier and fun their work is.

The Kolbe index is an ideal tool to use with teams. Each member brings a different mental strength or way of operating to the team. In workshops, I review how each individual operates and how the group's mental energy influences their ability to work as an effective team. At a recent session with a marketing company, we uncovered that most of the team members were Fact Finders. They recognized that their ability to research was ideal for solving and creating marketing solutions for their clients. Although the clients loved their results, often the team realized that many clients didn't want to hear the in-depth details the team had used to arrive at their creative strategies. They revised how and who made the presentations, making it a better fit and more enjoyable for clients.

If you are interested in a Kolbe interpretation for you or a workshop for your team, please call me. The results are fascinating and will give you the freedom to be yourself!



"Be yourself. The world worships the original." JEAN COCTEAU

**NEXT ISSUE:** How your natural instincts affect your personal relationships.

## A Heart Traced in Sand

Naomi Boone was a strong, beautiful young woman who fought a battle with cancer for two years until her untimely death at the age of 19. She showed amazing courage and strength throughout her ordeal and never succumbed mentally to the disease. Her father, Steve Boone, just published a book about Naomi's journey, *A Heart Traced in Sand*. Naomi's story inspires us to view any situation, good or bad, as a value and use it to our advantage. I was touched to know this inspiring young woman during her short life. I think you will find her story inspirational. You can order the book at 1-888-604-5728 or at [www.Heartsand.com](http://www.Heartsand.com).

*I hope you enjoyed this newsletter. If you want me to forward a copy to a friend or don't want to receive future copies, you can call, fax or send me an e-mail message at [SSpritz@aol.com](mailto:SSpritz@aol.com).*

*Be well and enjoy! Susan Spritz Myers Tele: 847.242.0351 Fax: 847.242.0352*

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