

January 2003

*The future belongs to
those who believe in
the beauty of their
dreams.*

*-- Eleanor
Roosevelt*

*What would you
attempt if you knew
you could not fail?*

*-- Robert
Schuller*

From The Old To The New

Aside from the traditional New Year's resolution, what's your process for "taking stock" of the past year and "setting up" for the new year? If you don't have a process you use (and make time to use it), how will you know how you're doing? One very simple way to get started is to take a look at how happy or satisfied you are with the 8 primary aspects of your life.

Go to www.connectionscoach.com
Click on Resources
Click on Exercises and Self Assessments
Click on The Wheel of Life

There you'll find a fun, quick, easy to use exercise. It will give you a good feel for where you're most satisfied in your life. With that information you can begin to set goals around areas you want to change.

Communication Styles

Have you ever walked away from a meeting or a conversation with the nagging feeling that you just didn't get through? It usually occurs when we're not conscious of how to adjust our style to best communicate with someone who communicates with a different style. If you're familiar with DiSC assessments you'll know that they describe the four basic communication styles as:

D=Dominance I=Influence S=Steadiness C=Compliance

We all use all four styles, but typically we have a preferred style that is most comfortable. No one style is better than the other, but each of the styles have different strengths. Learning to recognize your own preferred style, as well as the styles of others, can significantly maximize your communication effectiveness. Some examples of the style strengths:

Dominance - fast paced, quick thinker, focuses on results
Influence - fun, communicates easily, motivates others
Steadiness - subtle, indirect, inclusive, listens well
Compliance - confident, thorough, factual, clear communicator

With these brief descriptions I'll bet you can identify your own style and the preferred styles of people you deal with every day.

Notice how the styles are similar and how they are different.

Just having an awareness of the differences can get you on the right track to communicating more effectively. Watch for more information on this in upcoming issues.

You can take a DiSC assessment online at:

<http://www.resourcesunlimited.com/shop/DiSCPersonalProfileSystemOnline.asp>

Experience is not what happens to you; it's what you do with what happens to you.

-- Aldous Huxley

What Are You Attached To?

The next time you feel anxious, frustrated, or that you're struggling with something, ask yourself these questions:

What am I attached to here?
How important is it that I remain attached?
What would happen if I detached and let it evolve?

When we are closely attached to the outcome of any given situation, our expectations can be unreasonably high. By managing those expectations, and detaching from very specific outcomes (when possible), we have less stress, tension and feelings of unmet needs.

The skill of "detachment" is THE MOST valuable skill I've learned in the hundreds of hours of coaching skills training I've completed. The impact it has had on my life is phenomenal! Give it a try for yourself!

May your New Year be filled with exciting and successful adventures!

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Your partner in developing your self, your staff, your business
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