

Improving Results

October 2010

Volume 7 Issue 10

By Facing Our Challenges, We Discover Our Potential
STRATEGIC SOLUTIONS 510-432-7596

Want to Sustain Success...Do You Know About 'Purpose-Driven' Coaching?

A coach will keep you focused and make sure that you'll find more time to do the crucial things in your life and business. They're specifically trained to eliminate any chances for waste when you're going about marketing and sales activities, and they'll also teach you a thing or two about human resource reorganization that should help you a lot in leveraging your business. Your coach is basically your go-to guy when it comes to creating sustainable processes for producing profitable streams of income.

Profiling the Effectiveness of Purpose-Driven Coaching

Business activity and development often come to a standstill for many reasons.

If you've found a coach who can assist you in sustaining progress, then you better contact him/her as soon as possible. Not only will your designated adviser offer you high-level business advice involving improved employee morale, ways to increase your sales, and enhanced employer-employee relationship, you will also be involved in a system that will allow you to maintain your momentum when it comes to your accrued benefits and improvements.

Continued on page two – Coaching



How To Manage Your Reading Time

Reading business and management literature is a key ingredient to a successful career. Try these strategies to shoehorn more reading into your busy schedule:

- **Prioritize your reading.** Separate time-sensitive memos and reports into an "urgent" box and set aside a time at the beginning of the day to do this important reading.
- **Read via the Internet.** Take advantage of quick news services and online wire services and newspapers. Set up a "filter" to deliver only business news that is likely to interest you.
- **Subscribe to digests and condensations.** A number of publishers specialize in condensed versions or abstracts of popular business books.
- **Consider speed reading.** It sounds gimmicky, but it does work well enough to enable you to get the gist of a book or an article.
- **Buy or rent books on audiocassette.** Listen to them in your car, while taking public transportation, or while exercising.
- **Carry reading material to appointments.** This way, you'll spend time in the lobby reading relevant material instead of idly thumbing through out-of-date magazines in which you have little interest. Bonus: When you're busy working, it sends a message to the person with whom you have an appointment that you're someone who uses time creatively.



INSIDE THIS ISSUE

- ◆ *Want to Sustain Success...Do You Know About 'Purpose-Driven' Coaching?*
- ◆ *How to Manage Your Reading Time*
- ◆ *One Minute Ideas*
- ◆ *Self-Esteem at Work*

All articles, quotes, and material in this newsletter are copyrighted. © 2010. No part can be reproduced in any form without specific written consent from SA and copyright holder(s). All rights reserved worldwide.

~ Alan Axelrod and Jim Holtje, *201 Ways to Manage Your Time Better*, McGraw-Hill, 11 W. 19th St., New York, NY 10011



One Minute Ideas

On The Lighter Side ☺

Top Ten Truths for Mature Humans

1. I think part of a best friend's job should be to immediately clear your computer history if you die.
2. Nothing is worse than that moment during an argument when you realize you're wrong.
3. I totally take back all those times I didn't want to nap when I was younger.
4. There is great need for a sarcasm font.
5. How are you supposed to fold a fitted sheet?
6. Was learning cursive really necessary?
7. Map Quest really needs to start their directions on #5. I'm pretty sure I know how to get out of my neighborhood.
8. Obituaries would be a lot more interesting if they told you how the person died.
9. I can't remember the last time I wasn't at least kind of tired.
10. Bad decisions make good stories.



Hank Sullivan is President of Strategic Solutions in Hayward, CA and a Nationally Certified Business Coach. He provides processes to assist individuals and businesses in improving results. He concentrates on leadership development/coaching in areas such as Management, Sales, Customer Service, and Strategic Thinking and Business Planning. In addition, he offers a program for youth leadership called America's Rising Stars.

Strategic Solutions
25985 Clausen Ct.
Hayward, CA 94541
(510) 432-7596
hsullivan@stratsolutions.net

Continued from page one – *Coaching*

With that said, there are many methods of coaching presently available, and coaching in a business setting has four main objectives:

- ✓ Coaching should help smoothen out the progress of breakthroughs.
- ✓ Coaching should improve your self-awareness when it comes to your everyday business pursuits.
- ✓ Coaching should facilitate forward movement so that you can get out of your rut and start moving towards your objectives once more.
- ✓ Coaching should improve your openness to suggestions and help you start thinking out of the box when making business-related decisions.

Every time coaching is provided to you, the one responsible for the coaching process should endeavor to succeed in achieving at least one of the above goals. Effective coaching sessions are capable of satisfying two, three, or all four purposes immediately or in the long term. More to the point, purpose-driven coaching is characterized by its ability to hit all those important objectives regardless of the coaching methods being employed by your chosen business coach.

Assessing the Best Purpose-Driven Coaching Method Available

Even though many tend to disagree with this point, informal coaching that doesn't follow a whole lot of rules has proved its mettle in the business industry because of its versatility regardless of the circumstances it's presented with. Coaches that use this method tend to provide sessions concentrated on helping a company recover from its mistakes or make positive progress as it goes about its daily business. What's more, they remind the organization of its objectives and help it reorganize its priorities in order to meet those very goals.

Professional coaches are genuinely interested in knowing more about their client, have the ability to truly listen, are results-oriented, and do everything that he/she can to say or ask things that'll allow you to see issues in a fresh perspective. The best purpose-driven coaching method out there simplifies things for the sake of the client and allows the process to be an elegant and moving coaching session.

~ Written for us by our associate Gary Sorrell, Sorrell Associates, LLC. Copyright protected worldwide. All rights reserved.

Self-Esteem at Work

Whether for yourself or others, working to enhance self-esteem is always worthwhile. Here are five ways to motivate people whose self-esteem is not high:

- **Set goals with a clear payoff.** Provide a payoff and a reward to encourage people to work further.
- **Don't blame individuals for problems.** Show them how to overcome external problems and help them differentiate the external issues from their own competence.
- **Be supportive.** People need to be part of a team and feel accepted. Create a positive work environment.
- **Minimize conflicts and ambiguity.** These create stress and keep workers from striving for more.
- **Set goals carefully and give people proper training for tasks.**



Source: *Self-Esteem and Work*, by Dr. Joel Brockner

