

STYLUS

Scratching Beneath the Surface

stylus n. an instrument of metal, bone, or the like,
used by the ancients for writing

SHIFTING GEARS Back to School and Back to Business

by Nina Durfee

Summer presents a welcome break from routine. Kids are out of school, the weather is friendlier, we indulge in the informal pleasantries of playing at the lake or sleeping in. We reconnect with family and friends to a backdrop of sprinklers, backyard barbeques, and long summer nights.

I don't know about you, but come the end of August I'm ready to reemerge into routine and focus ahead. As the evenings cool down a bit, take stock of what came before, and create intentions for what's ahead.

5 Steps to Smooth Transition

1. **Acknowledge what's working.** What oil will grease the wheels to ensure continued success? How can you enhance it, streamline it, and make it easier?
2. **Examine what's not working.** Are you overbooked? Unprepared? Out of balance? Inadequate systems or equipment? Not enough training?
3. **Broaden perspective.** For each item that falls short of your desire, answer: What do I want instead? Answer from two perspectives. Example:

Outer: I want functional equipment, orderly environment, efficient revenue flow, satisfied customers, enthusiastic referrals.

Inner: I want harmonious relationships, more physical energy, clarity of focus, deep satisfaction, ease and balance, good sleep, peace of mind.

4. **Take action.** What one step can you do to move toward your vision? Upgrade equipment, hire an assistant, take a class, schedule a massage?

5. **Hire a coach.** A coach will listen without judgment and offer clarity, motivation, accountability, assessment, and acknowledgment of success.

For a variety of ways to enhance your business or personal life through coaching, go to www.lifesculpt.net/programs.

CONVERSATION WITH THE COACH

Failure vs. Learning

Client: A few years ago I started a business that subsequently failed. How can I get past the fear of failure as I start a new venture?

Coach: Start with acknowledgment. What expertise do you have from the previous business that you can carry into the new venture?

Client: Obviously I have no expertise. After all, I failed.

Coach: What if you let go of the "failure" label and convert "what went wrong" into "what I'll do differently next time"?

Client: Wow, the shift of perspective actually makes me feel more confident!

Coach: Failure is only failure when we don't acknowledge the learning. Know what you know, and know what you don't know. Use what you don't know to help you define a new path. Change perspective from "failure" to "learning." Approach a "risky" endeavor with an attitude of expectation for learning, and the fear of "failure" will take a back seat.

*Got a question for the coach?
Submit it to LifeSculpt@gmail.com with "Conversation" in the subject line.*