

SAPCA

Will You Share Your Expertise?

There is an incredible amount of talent within the San Antonio Professional Coaches Association and we would like YOU to share your expertise. Are you willing? Susan Loveland, Program Chair, requests that you contact her regarding your willingness to be a presenter at an upcoming SAPCA monthly meeting, or to be a Spotlight Coach at one of the meetings. She is also looking for members interested in program committee activities. 210-696-0258 or aloveland@satx.rr.com

Are You Registered?

Registration is now open for the 10th Annual International Coach Federation Conference to be held in San Jose, California, November 10 - 12th, 2005. Now is the time to take advantage of the Early Bird Registration fee - your BEST deal! Early registration now lasts through August 31st! Please visit the website at <http://www.coachfederation.org/conference/sanjose05> to see what is in store for you this year!

VISION

We are the premier home for South Texas coaches, creating a transformational environment conducive for being extraordinary coaches who enrich the lives we touch.

MISSION

We are a community of coaches with diverse backgrounds and skills whose purpose is to help our members bring out the best in their clients, our community, and ourselves.

VALUES

Service
Authenticity
Passion
Connectedness
Abundance

Next Month at SAPCA

Education-based Marketing

Gaining Leads or Referrals from Presentations

Facilitated by Michael Baker, SAPCA President-Elect

During this interactive session of exercises, participants will receive information and practice skills related to gaining referrals, using presentations as lead sources, identify prospects, what they are looking for, and using evaluations, surveys and leveraging survey data. Attendees will gain:

- ◆ Immediately applicable information and tools for establishing and bolstering relationships, helping clients understand who you are and what you do
- ◆ Insight on opportunities to enhance credibility, offers for follow up and experiences in validation, support, and accountability from coaching
- ◆ Practice with examples of post presentation and evaluation surveys and how to leverage data from those surveys to gain clients and grow your business

Michael Baker is the Owner/President of *The Growth Coach*, a company dedicated to driving success, while balancing life for business owners. Mr. Baker has over 25 years of sales and marketing experience and has conducted hundreds of training seminars and presentations. He has received national recognition on many occasions for record breaking sales and exemplary management performance.

Second Thursday, May 12th **7:15-8:45am**
Please RSVP to Sharon Powell, Director of Membership at COACHSKPowell@hotmail.com no later than Saturday, May 7, 2005.

What's Up With Our Own Coaches?

Congratulations to all of you for your awesome accomplishments!

Kimberly Smith-Martinez

I will be starting a 6 week telecourse on April 19 at 8 pm CST entitled: *Buff Bodies: Revel in Your Body!* Fitness/Weight Loss/Weight Management Group. The cost is \$25 per session (or \$120 for early registrants)--\$150 for registrants after April 15. It will be a fun course in which the participants are coached toward taking action to achieve their fitness goals, as well as group support and encouragement, plus weekly tips to help them stay on track. I am really excited about this course and will be co-leading it with Sara Ferman, a Performance and Success Coach in Los Angeles. Please feel free to pass on the information to anyone who might be interested. If you have clients who might benefit from specific focus on weight loss/fitness/weight management, please feel free to share this information. I would be more than happy to share with my clients any teleclasses other SAPCA members are offering!

Interested participants can contact me at kim@drkimlifecoach.com for more info or to register! I am hoping to turn this into an ongoing course--particularly given the need for nutrition/fitness coaching in San Antonio.

Barbara Greene

Barbara A. F. Greene, CEO of Greene and Associates will co-present with Lynn Lindemann from University Health System on April 20th at CPS Energy, 145 Navarro-Oak Room 1 from 11:30 a.m. - 1:00 p.m. The program is *Structured Mentoring: An Approach to Organizational Development*. For more information go to the web site <http://www.saodc.com>

Bill Thomas

During the month The Kerrville Times (our only newspaper) wrote a nice article on me and coaching on the front page of the business section. Also, the Kerrville Chamber President did a 30 minute interview with me and, of course, about coaching. The interview was seen on our educational TV station several times during the Month. There is a lot going on in reference to building my practice in Kerrville

David Flack

6 Roundtables every week, with 1st and 3rd Wednesday Seminars: look into FREEDOM BUILDERS' Business Success System! Contact David Flack (past president SAPCA) at David@FreedomBuildersSAT.com or call 872-5490. Almost a third of SAPCA members are Freedom Builders too - check it out! Up to \$400 membership discounts available to SAPCA members during the month of April. AND on April 20th at 10am, an Open House/Seminar features Michele Henkle Irelan (GOLD VIP Founding Member) on "THE FIVE STAGES OF BUSINESS" - reserve your space (no charge) at <http://freedombuilderssat.com/default.aspx?PID=1382>

On St. Patrick's Day, David's book WAKE UP...LIVE THE LIFE YOU LOVE: *Finding Personal Freedom*, co-authored with Mark Victor Hansen, Dr. Wayne Dyer, Deepak Chopra and others, went to #1 Best-seller status at Barnes and Noble.

Also, David Flack, The *Accelerator Coach*, will join Les Brown, Tom Antion, Steadman Graham and others on the podium at the first **Success Summit Tour 2005** in Atlanta, GA on June 10-12. The theme is **(VISION + STRATEGY) x MINDSET = SUCCESS**. David is scheduled for Sunday morning the 12th, just before Les Brown in the MINDSET category, speaking on "*Adopting Awesome Attitudes*," which is also the title of his other book. Early details are available at <http://successsummit2005.com/> : **David Flack, Best Selling Author & The Accelerator Coach**
ADOPTING AWESOME ATTITUDES David Flack, The Accelerator Coach, and his powerful program will help you delve deep into your character and discover the resources you already have to succeed in both life and business. Inspirational and instructional, David will inspire you to be and give your best.

SAPCA CORE VALUES

Service

Service is making a difference in the well-being of our membership, community, and clients.

Authenticity

Authenticity is our "way of being" open, genuine and trustworthy.

Passion

Passion is the fuel that energizes us into being extraordinary.

Connectedness

Connectedness is the synergy of empathy, inclusivity and relatedness, which creates alignment, belonging and partnership.

Abundance

Abundance is our attitude that creates a variety of choices and possibilities through generosity and sharing.

ICF Coaching Core Competencies

The ICF Core Coaching Competencies were developed to support greater understanding about the skills and approaches used within today's coaching profession. The competencies are the foundation of the ICF Credentialing process.

CORE COMPETENCY FOR APRIL

FACILITATING LEARNING AND RESULTS

Managing Progress and Accountability –

Ability to hold attention on what is important for the client, and to leave responsibility with the client to take action.

- ◆ Clearly requests of the client actions that will move the client toward their stated goals,
- ◆ Demonstrates follow through by asking the client about those actions that the client committed to during the previous session(s),
- ◆ Acknowledges the client for what they have done, not done, learned or become aware of since the previous coaching session(s),
- ◆ Effectively prepares, organizes and reviews with client information obtained during sessions,
- ◆ Keeps the client on track between sessions by holding attention on the coaching plan and outcomes, agreed-upon courses of action, and topics for future session(s),
- ◆ Focuses on the coaching plan but is also open to adjusting behaviors and actions based on the coaching process and shifts in direction during sessions,
- ◆ Is able to move back and forth between the big picture of where the client is heading, setting a context for what is being discussed and where the client wishes to go,
- ◆ Promotes client's self-discipline and holds the client accountable for what they say they are going to do, for the results of an intended action, or for a specific plan with related time frames,
- ◆ Develops the client's ability to make decisions, address key concerns, and develop himself/herself (to get feedback, to determine priorities and set the pace of learning, to reflect on and learn from experiences),
- ◆ Positively confronts the client with the fact that he/she did not take agreed-upon actions.

Bring the Conference to Your Home

SAPCA has purchased and is making available to our members, the 2004 ICF Conference Tapes for your enjoyment and enlightenment. Sue D'Ambrosio will have the tapes available for you to sign out before and after each meeting. The annual membership fee in the tape library is \$20.00, payable to SAPCA. Borrowers may select a full topic per speaker each month (one to three tapes) or two topics if a presentation is on a single tape. A list of available topics is available at the monthly meeting so you can plan your listening for the year. ICF 2003 conference tapes are also still available.

San Antonio Professional Coaches Association

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