

SAPCA

Next Month at SAPCA

Storyteller's Mission

Spread the Word That I'm Possible



Angela "Angie" Woodrow

The Story is as old as civilization, and informs, educates, entertains, and creates awareness. Stories, fables and parables were all crafted to help us understand ourselves and the world around us. Today, we coaches are also storytellers, with the mission of spreading the word. We're in demand because we understand the value of being understood.

VISION

We are the premier home for South Texas coaches, creating a transformational

conducive for being

who enrich the lives we touch.

MISSION

We are a community of coaches with diverse backgrounds

whose purpose is to help our members bring out the best in

our community, and ourselves.

VALUES

Service
Authenticity
Passion
Connectedness
Abundance

As coaches, we all practice storytelling skills by:

- Creating trusting relationships that encourage growth and discovery
- Listening with our whole beings
- Inquiring to evoke self-discovery and awareness
- Encouraging the next step to develop its fullest potential.

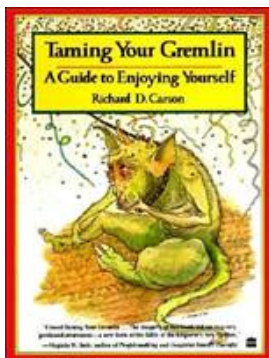
In this presentation you will discover:

- The Story: Its Structure and Purpose
- The Story as a Coaching Tool
- Your Story: Embracing and Calming Your Inner Critic
- A Storyteller's Resource Guide
- The Identity of your Special/ Secret Agent
- The Coaching Activities to support your client in writing their next chapter

A synopsis will also be provided of Richard D. Carson's book, *Taming Your Gremlin*.

See page nine to learn about Angie Woodrow

Book Review



Taming the Gremlin *A Guide to Enjoying Yourself*

By Richard D. Carson

Reviewed by Angela "Angie" Woodrow

This book will be included in the topic for the July SAPCA breakfast meeting being presented by Angela "Angie" Woodrow

MAIN CONCEPTS

This is a book that helps individuals raise their level of awareness of the inner voice that has a negative effect on our spirit and our motivational energies.

The author does not claim to be an expert, rather an experienced observer. Getting to know your inner voice that pulls you from the source of the real you is the practice of *taming your gremlin*.

The book is set up in a workbook style to allow you to experience the stages of taming your gremlin. Written in a narrative voice, the author introduces you to several gremlins that he has met over the years and the process that various individual's traveled as they began to notice, play with options and begin to be in process of taming your gremlin.

As with all good life skills, it is an art to be practiced life long. The author does not promise quick fix solutions; rather the process to hone and be able to keep with you for the rest of your life. The taming of your gremlin is a life long process.

WHAT I FOUND MOST INTRIGUING

The books presentation of the material, with its whimsical drawings and workbook style questionnaire sprinkled throughout the text, is a light-hearted approach to a very serious life endeavor: the growth and maintenance of one's self esteem.

COACHING APPLICATIONS

A tool for coaches to use with clients who are motivated and up to the challenge of self discovery; becoming aware of presenting problems or tolerations and playing with options that bring about a greater awareness of self and the real self.

For coaches themselves, a great summer read/exploration of strengthening the tools of the trade that we must practice on ourselves in order to be authentic, supportive coaches with energy to enjoy ourselves more and more.

SAPCA and Borders Books



GET CLIENTS NOW!™

*Create a continuous stream of clients and prospects
by doing just a handful of easy daily actions!*

Presented by Leslie Cardinal, PCC

Thursday July 20th ... 7:00-9:00pm

Event being held at Borders Bookstore
in Huebner Oaks Shopping Center

***Do you have a small business?
Do you wish you had more clients?
YOU ARE NOT ALONE!***

If you are like many people who have a small business, you are very good at the services and products you provide. You love working with your clients, but you wish you had more of them. And, marketing your business sometimes feels like a constant challenge. If this describes you, please join us for an exciting evening presentation where you will discover:

- ◆ An easy four step process that you can use over and over.
- ◆ Six great marketing methods that really work.

- ◆ How to tailor the methods to fit your profession and your style.
- ◆ Action steps that will help you get more clients!

Please mark your calendar for the July event and invite your Circle of Influence (COI) by sending them a personalized email with PDF flyer being sent to you by David Flack. Also, you may direct your COI to <http://www.sapca.org/calendar.htm>

(CCEUs from ICF are Available 1.5 hours)

GET CLIENTS NOW!™ is a trademark of Wings Business Coaching, LLC and is used by permission

Community Update

As part of our ongoing campaign to increase community awareness about coaching, SAPCA, and at the same time provide the community with learning opportunities and resources, we have added a monthly newsletter. This newsletter, *Community Update*, is being sent to individuals who have previously attended SAPCA events and who wish to remain on our email distribution list. As a member of SAPCA, you will also be sent the *Community Update*. Plans are to send the update close to the beginning of the month.

Included in the Community Update will be:

- ◆ Information about the upcoming SAPCA Breakfast Meeting and the upcoming Borders workshop event with links to the SAPCA website for more information.
- ◆ A quote.
- ◆ *Tips, Tricks and Techniques* features a link to a resource from one of our coaches. This resource will permanently remain on the Resources page of the SAPCA website. If you would like to contribute to this, please contact Chris Lucerne, chris@chrislucerne.com 210-408-7699.

Message From The President



Michael Baker
President of SAPCA

A couple of weeks ago I engaged in an interesting e-mail thread with a new coach. It raised several issues with me concerning ICF membership, professional credentialing, Professional Ethics and the ICF Standards of Ethical Conduct. It strongly reinforced my beliefs regarding the actions I have taken to become credentialed. I am sure, more now than ever, that the time, effort and money I've invested in this path is in my best interest as well as in the interest of the coaching profession.

I have reversed the regular bottom-up order of this thread to make it easier to read in our SAPCA Newsletter format. After you read this, I'd love to hear your thoughts, so give me a call or shoot me an e-mail. Until then, good luck and great coaching! Michael@MoveToAction.com 830/537-3576

Hi Michael,

My name is Eric. I came across your contact info here on the Coachville website ("Move to Action"... love the name!!), and I see that you are a life coach, is that right? I am a life coach too, and currently I'm trying to fill my practice as quickly as possible. Do you have a full practice? And are you in a position to refer clients out to other coaches? If you are in a position to refer clients out to other coaches, do you think we could set up a referral system between the two of us that would prove to be mutually beneficial?

Here is what I'm thinking... and tell me what you think: I would be more than happy to pay you a significant referral fee for each client that you refer to me during the next month or two. Then, by the time my practice is full in August, I will be in a position to refer clients back to you (for free of course, since you did me a huge favor by helping me rapidly grow my practice!). I think this set-up could really benefit both our future clients and us. What do you think? If this sounds interesting to you, I'd love to speak with you about it.

I look forward to hearing from you!

Eric

Eric,

Interesting message and concept. I have never received one like it before asking for a "referral swap". It might be a great way to jumpstart a new business, except for two main concerns I have that apply to coaching as a profession. Mutually healthy and equal relationships are at the heart of all successful coaching. If there is not trust and intimacy with a client, there will be no healthy supportive relationship created. The first concern I have is that most of my referrals come from the solid relationships I have developed with my friends and clients over the years. Their worth is greater than monetary value and I would never barter those relationships.

The second has to do with our Professional Ethics and the ICF Standards of Ethical Conduct. Standard twenty-seven states, *"I will disclose to my clients any anticipated compensation from third parties that I may receive for referrals of that client."* That requires us, as ethical professionals, to notify each potential referral/prospect of our referral arrangement. Since, as I stated above regarding my opinion on relationships, what type of foundation would you have established with these prospects that you bought? Would you be able to demonstrate an *"Ability to create a safe, supportive environment that produces ongoing respect and trust?"* These are the kinds of questions and discussions that need to take place if we are to grow coaching into a successful and respected profession.

Continued on page 5

Message From The President

continued from page 4

I hope you don't take this as any type of "lecture". I value your enthusiasm, but I also value the work that has been by those done before us and the work it will take from us to become true professionals in this growing field.

Best of Luck,

Michael Baker
ICF Member
President-San Antonio Professional Coaches Association

Michael,

Thank you sincerely for your thoughtful response. I want to express my hearty appreciation for the time you took to write that. I was unaware of the standards that you highlighted there. I know that referral fees are a common practice in some fields, but I can certainly see how they could be abused by unscrupulous coaches - at a client's expense, and to the detriment of the coaching practice at large. I will certainly reconsider my approach in light of what you've said.

Sincerely,

Eric

Eric,

I sure was glad to hear the "tone" of your message. I was afraid I was "preaching" a little too much in my response. If so, it is because I am passionate about this profession and what I do as a coach. If you have not seen the ICF Code of Ethics, they can be found at: <http://www.coachfederation.org/ICF/For+Current+Members/Ethical+Guidelines/>.

The International Coach Federation is the "gold standard" for coaching as far as I'm concerned. Spend some time on the site and you will be amazed at what the ICF is doing for coaching. If you are serious about becoming a professional coach, I would highly recommend membership in the ICF.

By the way, I am a business coach that focuses in sales and marketing arenas, however, most of my clients bring up life coaching issues within the first couple of sessions. It is hard to separate the two for many clients. Please let me know if there is ever anything I can do to help you grow your business.

I see a strong demand in the marketplace for ICF professional credentialed coaches!

Good luck and great coaching.

Opportunities for Exposure

The SAPCA Board of Directors continually looks for ways to get exposure for the SAPCA Membership and the to the San Antonio Community. Regular opportunities exist for you. If you want them, it will require stepping up for them. Please consider the following:

Sapca Monthly Newsletter: (Sent to the SAPCA membership and is posted on the website. Contact Chris Lucerne)

- ◆ Spotlight Coach
- ◆ Book Reviews
- ◆ Announcements about what you are up to

Be a Presenter: (Notices are sent to the SAPCA membership and the San Antonio Community.)

- ◆ Monthly Meeting Presentations (contact Wendy Geisler or Diane Cunningham)
- ◆ Bi-monthly Presentations in partnership with Borders in Huebner Oaks (contact Chris Lucerne)

Showcase Your Expertise: Include a tool, tip, or technique in the *Community Update*, the monthly publication, that goes out to SAPCA's growing database of people who attended our past events and are interested in what we are up to. (Contact Chris Lucerne)

Chris Lucerne: chris@chrislucerne.com

Wendy Geisler: nutritionmaven@aol.com

Diane Cunningham: diane@dianecunningham.com

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.

Coaching the Family Business

By Dave Buck (Coachville)

CoachVille surveyed 19,500 newsletter subscribers, a cross section of the 3 million family owned companies in the U.S. They were successful companies 20 years old or older, with 3 generations of the same family involved in ownership and management of the enterprise. *"What are you looking for in the ideal professional advisor - to help you deal with the issues you face, going forward into the 21st Century?"*

They told us they are looking for someone:

- ◆ Who understands them and the challenges they face,
- ◆ Who can help them recognize the opportunities they don't see,
- ◆ With no financial interest in the outcome and no previous advice to protect.

Even though 90% of them had never met a coach, they were really describing the principal benefits of a person trained to help them uncover the issues and answers for themselves, with knowledge or experience formed around an understanding of family business people and their interdependent dynamic relationships.

We still haven't seen coaching take hold with these mainstream companies. At the same time the vast percentage of coaches fail financially. Two ends of the same thread - why are they still as far apart as ever? To find out why so many people who enter coaching fail to achieve their potential, and to get a better understanding of why business people up and down Main Street are not using them, we interviewed thought leaders in the coaching industry.

Here's what Dave Buck said in an interview

How does a business owner know/decide when/why/how to hire a coach?

Typically, people in this situation know what they need to do, and they know how to do it, but for some reason it's still not happening. Or, sometimes people know what they need to do, but they just aren't doing it. And sometimes people just don't know what to do. **I think this last issue is the reason most people hire a coach** and they look to that coach for wisdom and experience in a situation that's similar to theirs. She or he have been down the road, and have the expertise. **You wouldn't try to climb Mount Everest by yourself - you'd find a guide who had been up the mountain before.** A masterful coach is going to have **situational expertise** to share. Maybe it's family business, maybe its relationships, leadership... People look to a coach for situational expertise who can bring insight to their problem *that they don't have.*

If you're one of the people who knows what they need to do but for some reason aren't doing it, then you know the right things, you've read the books, but it's just not happening. This typically means that not only do you have an external, circumstantial challenge, but you've got an inner conflict. A masterful coach can help you there, too. They can assist you in sorting out your feelings about a certain situation. That may sound a little far out, but we all know that a gut-level response is valuable, and a good coach is going to help us figure out what's going on.

Think about this scenario: The family business owner is trying to decide who should succeed him, Johnny or Billy. There are good reasons for choosing either one of them to run the company, but his gut feeling is that Billy is really the right choice. But Johnny's older, and he's put more time in - how does he make that decision? How does he resolve what his gut is telling him with what his logic is telling him? He needs a trusted advisor, someone with no stake in the outcome, who can help him sort out these issues. And that's what a coach is.

A good coach knows about business. Not necessarily about the exact business you're in, but he needs to have a solid understanding of how business works.

Continued on page 7

Coaching the Family Business

(continued from page 6)

An excellent resource to help you enhance your understanding of business issues and strategies is at http://www.ibizresources.com/ebooktest/section1_1.html

They need to be masterful at understanding life, relationships, and the energy between people in order to be effective. A masterful coach can do that, and a smart business owner can recognize that they need someone with these skills. **My experience has been that the biggest challenge for most business owners is that they have no one to talk to.** Everyone they talk to has a stake in the process. Everyone they talk to has an angle. The consultant, the accountant, the financial planner, the kids, the wife - everyone has an angle! Who do you talk to who is both objective and smart? A coach!

You mentioned advisors. How does a coach differ from a traditional advisor? It seems like there are many people on Main Street who don't really know that coaching is available.

They don't know. And I'll tell you why: because, as an industry, we haven't done a very good job with a couple of things:

Number one, ***we haven't clearly defined what coaching is.*** It has been defined in the past mainly in terms of what it's not: it's not consulting, it's not therapy, it's not this, and it's not that. Well, how in the world do you figure out what it is if they're only telling you what it's not?! So first, we, as an industry, need to define what coaching is.

Another thing is the way that coaches have been trained. Many of them are trained in ways that don't enable them to really do what the marketplace demands. As an example, there's a ridiculous myth in coaching, as it's been practiced up to now, that the client has all the answers. If the client has all the answers, what do they need us for? There's another myth that coaching is about helping our clients set their goals, and helping them with accountability. Well, guess what? The people who can afford a coach can already set their own goals and have the accountability to get things done.

They need something deeper. They need someone with wisdom from their own life and from working with many other clients. When you work with many clients in a similar arena, you develop an incredible

wisdom, an incredible capacity to see distinctions and patterns. For example if you've worked with a hundred family businesses, the hundred and first will not be much different from what you already know.

A coach must be a trusted advisor. Not someone who'll just say "What do you want to do?" Imagine how ridiculous this scenario is - but this is the way coaching has been practiced for the last twenty years. What we know now is that a coach is someone who will understand your situation and apply their wisdom as well as your own, and together, with that collaboration, you'll find the answers.

Even successful people have blinders on. There are just some things they don't want to see, things that are too painful or too challenging. This is especially true in a family business because there are a lot of things in a family that are hard to deal with. A coach will help you find the inner strength to deal with the real issues, both inside them and in the environment around them.

Another thing a coach is going to do is to help you redesign your environment so that any personal inner transformation is matched by the outside world. We've all gone to seminars where we've come out really pumped, really inspired, then we go home and within a week it's gone. Your environment will always pull you back to where you were because environments create consistency.

A coach can help you have that inner transformation and see those inner issues, but then they'll go to the next level and look at your environment, at the people around you, where your ideas come from, your physical surroundings and help you make changes to make that inner transformation stick. If you don't do that, no amount of coaching you can do will have an impact.

So people don't know about coaching because ***how we've described coaching to them is nonsense,*** and we haven't trained coaches to do all the things they need to do. If you want to work with the president of a family business, you can be sure there are a lot of hot button emotional issues. In the past, coaches have been told "don't go there... leave that to the therapists." That's nonsense! Adult human beings are entitled to have deep conversations about feelings and emotions.

Continued on page 8

***Next Meeting: Second Thursday, July 13th — 7:15-8:45am.
Please RSVP to Gene Hildabrand, Director of Membership
at gene@themasternetwork.com no later than Saturday July 8th, 2006.***

Coaching the Family Business

(continued from page 7)

We have to be able and willing to delve into those deep conversations. Coaches have to have the strength to deal with their own lives, their issues and relationships, so that when they talk to a client, nothing their client is facing is going to throw them for a loop. If a coach won't go to that level, they're not worth the money.

That's what I'm up to: leading the movement which says that coaching must include deep conversation, expanding awareness, and designing environments or our industry will not survive.

How do you find the right coach?

That's a good question. Many coaches don't market themselves effectively. **You have to first find the person or people who have the right expertise for you, and then you've got to talk to them and make sure they know their stuff.** If you contact a coach and they try to give you a line of bull, you can just shut the door.

You want a coach who is going to say to you 'Let's talk about what's really going on with your business,' and if

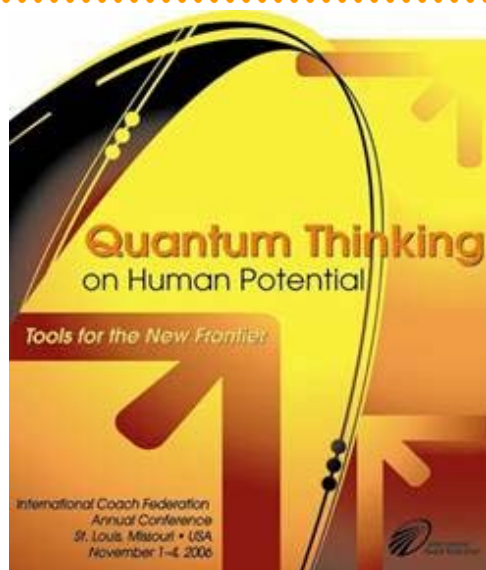
they start delving into the meat of the situation, then that's the one for you.

Coaches have to know the subject matter, and they need to have the depth of understanding about life to go deep into the situation. You need both, and you'll only find that by talking to someone.

There's another myth about coaching, and that is that the success of a client-coach relationship is only based on the client and what they do. That's not true. The success of a client-coach relationship is based about 75% on the coach, and the level of certainty and mastery that the coach brings to the equation.

People come to a coach when they don't know what to do, or they know but are afraid to do it. The only way we can help someone who is afraid to take some kind of action is for us to have enough certainty about the situation to make the client feel secure in making new or challenging choices.

The coach has the power and the certainty to help give the client the confidence to take action. When you're a client and you're looking for a coach, you're going to look for someone who gives you that feeling of confidence.



11th Annual ICF International Conference November 1-4, 2006 America's Center - St. Louis, Missouri USA

"This year's programming is being designed to provide more dialogue and truly quantum thinking in a variety of areas. You will have opportunities to hear from the pioneers of our profession describing what it was like as this profession came into being, and you'll have opportunities to dialogue about future directions with thought leaders from outside our profession. If you've been looking for inspiration, new thought, and challenge, you won't want to miss this conference!" ~Barbara Luther, MCC, one of this year's Conference Committee's Chairs.

The 2005 ICF International Conference sold out.
Please plan to reserve your space early.

For more information go to www.coachfederation.org

Registration Fees	Member	Non-member
Full Conference Early Bird* (May 15 -July 31)	\$600 USD	\$750 USD
Full Conference Regular (Aug. - Nov. 1)	\$700 USD	\$850 USD
One-Day Pass (maximum two day purchase)	\$200 USD	\$350 USD
Companion Registration	\$300 USD	\$300 USD
GALA Ticket (included w/Full /Conference Reg.)	\$ 90 USD	\$ 90 USD
Coaching Research Symposium	\$175 USD	\$175 USD

Coaches Spotlight

Featuring Angela Woodrow



Angela “Angie” Woodrow

MY PAST:

Education: Advance Drama Diploma, The Royal Arts Academy: London, UK

Experience:

- ◆ Creative Director: *The Kitchen Cupboard Puppet Company*
- ◆ Artist in Residence: *The California Arts Council*
- ◆ Produced and presented theater based educational programs for Pre-K, and K-12 schools
- ◆ *Department of Defense Schools, European Region*
- ◆ Odyssey of the Mind: Program Coordinator, Host Nation Team Liaison, Competition Event Coordinator, Team Coach for 2 world finals school teams
- ◆ Drama Coach, Substitute Teacher, Athletic Director, Special Education Para-professional
- ◆ Religious Education Coordinator; UK-Regional Chaplain Staff
- ◆ Job Coach: *Superintendent of Sutter County Schools, California*

MY PRESENT:

- ◆ Faithfully balancing the abundance
- ◆ Spouse of an active-duty USAF member, stationed in San Antonio
- ◆ Business Coach, specializing in performance gain, *Beyond Point B* based in Roseville, CA
- ◆ Finished CEP with Coach University, May 2006
- ◆ Executive Board Member of *A Hands Up Coaching*—a nation-wide non-profit coaching organization dedicated to providing coaching services to women who need coaching but are at a place in life where they can not offered it. I develop sponsors for the program and I seek out possible candidates for

scholarships.

- ◆ Founding Team Member, *The Purpose People*, a coaching collaborative focusing on leadership development for small church congregations and faith-based organization seeking to capitalize on their mission.
- ◆ Continuing to connect and get acquainted with my new town of San Antonio, TX

MY FUTURE:

- ◆ Continue to enhance my coaching skills and experience.
- ◆ Develop *Beyond Point B* and *Purpose People* offices wherever I am located
- ◆ Continue to be active as board member for *A Hands Up Coaching*, *SAPCA*, and *ICF*
- ◆ Seek a faculty position with Coach U
- ◆ Facilitate art-centered family celebrations
- ◆ Provide positive support as a couple when my husband retires from active duty

MY STRENGTHS:

My core strength is storytelling. I combine active listening and visualization processes together as I support others in the process of organizing their life story and discovering all the opportunities for the next chapter of their personal and professional life.

THINGS I WANT YOU TO KNOW

I bloom where I am planted—for the past 23 years I have moved about every 4 years. My husband and I are blessed by multiple generations of family to care for and celebrate life with—all over the world. I enjoy collecting stories and photos of family events and celebrations. I love to be outdoors hiking, biking, playing tennis, and working in the yard. Yoga relaxes me.

COACHING TIP:

STOP-START-CONTINUE

An individual lists things he or she would like to stop, things he or she would like to start, and things that he or she would like to continue. It can be discussed 1:1 or in a group. It is very handy in getting a group of people to see where they are thinking alike and where there are differences of opinion or understanding of systems. As a 1:1 tool it helps focus on the individuals present strengths. I start the discussion after “continue” has been utilized as it highlights the positives and from there we talk about eliminating the tolerations and growing the possibilities.

Lockhill Station Post Office Box 780114 - San Antonio, TX 78278-0114 ♦ www.sapca.org
Membership List (more details and photos at <http://sapca.org/members2.htm>)

LEADERSHIP

President: Michael Baker Michael@MoveToAction.com 830-537-3576
President-Elect: Michele Henkle Irelan, PCC Michele@SuccessWorks.com 497-7589
Secretary/Treasurer: Janet Bonnin jbonnin@boernenet.com 830-249-9785
Director of Communications: David Flack DFlack@satx.rr.com 872-5490
Director of Membership: Gene Hildabrand gene@themasternetwork.com 481-2555
Director of Programs: Wendy Geisler nutritionmaven@aol.com 823-4363
Director of Resources: Sue D'Ambrosio sdambrosio@satx.rr.com 650-5470
Immediate Past President: Mike Bellomy ACC mbellomy@BellomyGroup.com 524-7790
Board Advisor: Chris Lucerne, PCC chris@chrislucerne.com 408-7699

Credentialed Coaches Members (Certified through ICF)

Mike Bellomy, ACC Immediate Past President mbellomy@BellomyGroup.com 524-7790
Leslie Cardinal, PCC Leslie@LeslieCardinal.com 496-3304
Judi Craig, MCC judi@coachsquared.com 824-3391
Jayne Garrett, PCC, jayne@jaynegarrett.com 490-6106
Barbara A. F. Greene, MCC barbara.greene@greeneandassociates.com 366-8768
Michele Henkle Irelan, PCC PRESIDENT-ELECT 2006 Michele@SuccessWorks.com 497-7589
Chris Lucerne, PCC, BOARD ADVISOR 2006/President 2004 chris@chrislucerne.com 408-7699
Bill Thomas, MCC Past VP of the ICF billthomas@omniglobal.net 830-367-4555

Affiliate Members (ICF Members)

Caterina Nur Arends Caterina@highervisioncoaching.com 492-6882
Michael Baker, President 2006 Michael@MoveToAction.com 830-537-3576
Sharon Benedict homeharvest@qvtc.com 830-755-6163
Ed Bierschenk coachedb@qvtc.com 488-8137
Janet Bonnin, SECRETARY/TREASURER 2006 jbonnin@boernenet.com 830-249-9785
Diane Cunningham, PROGRAMS CHAIR diane@dianecunningham.com 219-5231
Sue D'Ambrosio BOARD DIRECTOR for RESOURCES sdambrosio@satx.rr.com 650-5470
Lorna Engleman lorna@panamadocs.com 492-6872
David Flack, BOARD DIRECTOR for COMMUNICATIONS/2002 President DFlack@satx.rr.com 872-5490
Bob Frasier bobfrasier1@juno.com 722-6878
Wendy Geisler, BOARD DIRECTOR FOR PROGRAMS nutritionmaven@aol.com 823-4363
Gene Hildabrand, BOARD DIRECTOR FOR MEMBERSHIP gene@themasternetwork.com 481-2555
Mike Mayberry mmayberry@theleadershipcoach.net 479-9891
Marc Miller marc@coachingmoments.com 830-229-5555
Jon Morse jon@thecenterforsuccess.com 830-997-5110
Sharon Powell COACHSKPowell@hotmail.com 647-0645
Chuck Saxer csaxer@o-l-d.com 408-1032
Poonam Sharma sharmap@flash.net 493-6554
Kimberly Smith-Martinez, Ph.D. kim@envisionyourdreams.com 832-9076
Jack Stephens jack@invest.com 590-6878
Jeff Thompson jeff@summitlifestrategies.com 831-2246
Raelyn Van Pelt vanpelt@sbcglobal.net 683-6360
Steve Varga steve@varga-associates.com 490-3377
Blaine Wilson coach@fitcare.net (830) 377-4925
Angela "Angie" Woodrow awoodrow@beyondpointb.com 492-6461

Associate Members (Non-ICF Members)

Linda Crum Linda.Crum@usaa.com 316-0946
Ian Dahlgard iancoach@aol.com 273-5331
Nora Fellows, FINANCE CHAIR fellows@qvtc.com 830-755-6423
Susan Loveland aloveland@satx.rr.com 696-0258
John Lovitt Past President 2003 johnlovitt@kw.com 364-8025
Irene Maxfield imaxboston@yahoo.com 590-1686
Rick Thomas rtthomas_satx@yahoo.com 490-5170
Richard Zielinski solutions@apsrecruiting.com 690-3888

Honorary Members

Jim Antenen jimantenen@earthlink.net 826-7595 ext. 230
Dee Dee Aspell deedee@aspell.com 930-4664

In partnership with Borders in Huebner Oaks Shopping Center



San Antonio Professional Coaches Association

For Small Business Owners, Salespeople, Brokers, Realtors, Healthcare Practitioners, Freelancers, Designers, Consultants, Speakers, Coaches, Therapists, YOU!

INVITES YOU TO **GET CLIENTS NOW!**™

*Create a continuous stream of clients and prospects
by doing just a handful of easy daily actions!*

Thursday, July 20, 2006 7:00pm-9:00pm

*Do you have a small business?
Do you wish you had more clients?
YOU ARE NOT ALONE!*

If you are like many people who have a small business, you are very good at the services and products you provide. You love working with your clients, but you wish you had more of them. And, marketing your business sometimes feels like a constant challenge. If this describes you, please join us for an exciting evening presentation where you will discover:

- ◆ An easy four step process that you can use over and over.
- ◆ Six great marketing methods that really work.
- ◆ How to tailor the methods to fit your profession and your style.
- ◆ Action steps that will help you get more clients!

GET CLIENTS NOW!™ is a trademark of Wings Business Coaching, LLC and is used by permission



This **FREE** two-hour experiential workshop features the book *GET CLIENTS NOW!*™



About the Presenter

Leslie Cardinal, PCC, is an experienced business coach and a licensed facilitator of the acclaimed Get Clients Now!™ program. Leslie specializes in working with micro-businesses, solopreneurs, home-based businesses, and independent professionals. She has personally used the Get Clients Now!™ process to grow her own business, and she loves to help others to get more clients and to make more money! To learn more about Leslie, visit her website at <http://www.LeslieCardinal.com>

**Borders will present all guests
with a 20% off coupon good
for all purchases made on the
evening of the presentation.**

**Some restrictions apply*

Event being held at

BORDERS®

Huebner Oaks Shopping Center
I-10 West between Huebner and DeZavala
11745 IH-10 West, Suite 110—San Antonio, TX 78230
210-561-0022

***Come early, select the books you want to purchase and bring them to the presentation.
At the end of the presentation you will be given your coupon for a 20% off your purchases.***