

SAPCA

Next Month at SAPCA

The Power of Focus

Attaining Personal and Professional Purpose and Fulfillment



Mike Bellomy, ACC

The #1 thing keeping people from getting what they desire is a *lack* of focus. During our time together, we will explore and define ways for you to refine your focus and:

- ◆ Free up “trapped time” with special action steps
- ◆ Build strategic relationships

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

- with strategic implementation
- ◆ Eliminate obstacles by knowing WHAT to focus on
- ◆ Achieve an empowering work/life balance

ABOUT THE PRESENTER

Mike Bellomy is a Senior Consultant/Executive Coach with Bellomy Consulting Group. With more than 20 years of Fortune 100 executive leadership experience, including four years as director of technical and leadership course development, Mike has incorporated his personal coaching practice and established an executive recruiting firm. He has a B.S. in Electrical Engineering and Computer Science and an M.S. in Business Management. As an Associate Certified Coach and past president of SAPCA, he holds additional certifications as a human behavioral consultant, business development coach, and *Birkman International* organizational development consultant.

Be a Presenter for a Borders Event

Represent SAPCA and Gain Community Exposure for your Coaching Business

Be a Presenter for a Borders Event

November 16, 2006 or January 18, 2007

We have now completed three Borders Events since the beginning of the year with great success. We are seeing an increase in attendance each month, with the July event having more than 50 people. The majority of the audience came from our growing database of Community Members and SAPCA Coaches who come out to support these events. We have one more event scheduled on September 21st (see page 10 for details), and would now like to line up events beyond that date.

The objectives of the Borders Events are to create an awareness of coaching in San Antonio, provide fun educational programs for the community, and attract new coaches. We want to include topics from a variety of coaching niches (business, executive, personal, wellness, spiritual, retirement, etc.) as well as sell books.

Please submit an RFP for consideration. The following is the criteria for submission:

- ◆ A Member of SAPCA and the ICF
- ◆ Able to articulate and demonstrate what

professional coaching is

- ◆ A past presenter in front of the SAPCA membership, or one of the SAPCA Borders Committee members has previously seen you present
- ◆ Able to professionally represent SAPCA with an interactive workshop that engages the audience

If you meet or exceed the above, **please send an RFP to Chris Lucerne (Borders Committee Chair) no later than Sunday, August 20, 2006 (chris@chrislucerne.com)**. She and the committee members, Michele Henkle-Ireland and David Flack, will review it, and get back with you within two weeks of your submission.

Include the following in your RFP:

- ◆ Title and author of the book you want to showcase.
- ◆ A brief overview of the main concepts of the book (200 words maximum.)
- ◆ Which months you are available (Thursday, November 16, 2006 or Thursday, January 18, 2007). All presentations are from 7:00-9:00pm.

Opportunities for Exposure

The SAPCA Board of Directors continually looks for ways to get exposure for our coaches to the SAPCA Membership and 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 along with a favorite coaching tool
- ◆ Book Reviews
- ◆ Announcements about what you are up to

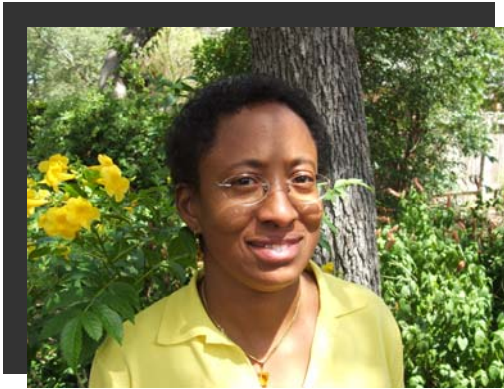
Be a Presenter: (Notices are sent to the SAPCA membership and the San Antonio Community.)

- ◆ 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)

Coaches Spotlight

Featuring Lorna Engleman, M.D.



Lorna Engleman, M.D.

MY PAST: I am a Panamanian-born and trained physician who is the eldest of four children. I worked for the US government in the Republic of Panama for 16 years as a primary care physician; first for the US Army and later for the Panama Canal Commission. I met my husband, Dodge, in Panama and we got married 23 years ago. We lived a dream life of bird watching, traveling extensively through Panama, traveling internationally, doing environmental work in Panama, and introducing people to nature and its wonders and beauty.

Due to that Carter-Torrijos treaty of 1977, we left Panama when Dodge was offered early retirement in July 1997 and we moved to San Antonio, TX. He went into private practice and I became a course director for the National Institute of Occupational Health and Safety (NIOSH) teaching their pulmonary function testing course. My new career path involved training people on how to do a pulmonary function test correctly but was missing two things that I had been able to do in Panama: teach people how to make healthier choices and mentor young women.

MY PRESENT: Through a serendipitous path and through the help and influence of several

people, I am still a course director for NIOSH traveling four times a month teaching, but also I have found a way to fulfill my other dreams. Through coach training, I have been able to find a way to help educate people on the lifestyle choices that they have and help them implement the changes that they desire to make in their lives, so that they lead healthier, more fulfilling lives. Through working with NAWBO (National Association of Women Business Owners) I will be able to fulfill one of my long time passions: to make a difference in young women's lives by showing them options that will allow them to live their dreams. I was given that option by my parents and many other friends of their generation, and I want to give back. What they did for me enabled me to break through many glass ceilings.

MY FUTURE: I have now found my dream life in the US and in San Antonio. Instead of environmental work now I will dedicate my efforts to making a difference in women's lives both young and old. Through my mentorship I will help young women and through lifestyle coaching I will help professional women achieve the lifestyle of their dreams.

MY STRENGTHS: I am a very passionate, loyal person, who fights for the underdog. I love assessing situations, problem-solving, and project management.

THREE THINGS I WANT YOU TO KNOW

- ◆ I am passionate about birds and nature and helping women better themselves.
- ◆ I was a third generation Panama Canal employee. My maternal grandfather helped build the Panama Canal.
- ◆ I love to read, cook, dance, travel, and play.

The Coaching Demo Using the Wheel

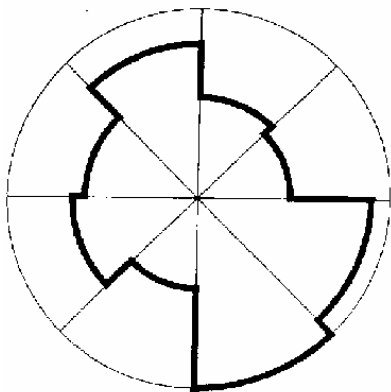
How Balanced is Your Lifestyle?

Tips from Lorna Engleman, M.D.

Our choices of today, in what we eat and how we treat our bodies, will affect not only the quality of our lives but also the duration. The way we look and feel today is a reflection of the choices we made during our younger years. Our choices of today will take us into our golden years either in the pink of health, or suffering preventable ailments.

What to do? In order to extend our shelf-life, we need to evaluate our current lifestyle, see if we are happy with the results we have gotten so far, and determine if change is needed, recommended or required. Are we willing to do what it takes to make the change?

During a coaching demonstration, I frequently use the balance wheel to determine where prospective clients believe they are regarding 8 key lifestyle categories. I support the person in coming up with eight categories that are important to them. They then rate where they see themselves in those categories. The client then draws a wheel inside of a wheel. The new perimeter represents how they view their lifestyle. We discuss the smoothness of the ride as if it were a real wheel. The client is then asked which category he or she would like to be coached in.



The coaching demonstration that follows will include the following questions relevant to the category they selected to be coached on.

- You gave that area a _____. Describe to me what that (number) looks like.
- In what ways are you at that number?
- If you were at a 10, doing exactly what you would like to be doing, what would your life be like then?
- What do you think is blocking you from being at a 10?
- What small step would you want to take to turn your ____ into a ____? (One or two numbers higher than where they rated themselves in that category.)
- Would you be willing to take this step? How will I know that you have done this?

End of the demo.

The next step will be to let the prospect know that they just had a coaching experience and ask them if they benefited from it. If they did, find out in what way and have them elaborate on the benefits they experienced.

This article was written by Lorna L. Engleman, MD, who is a Lifestyle Coach and focuses on helping clients feel and look better. She also provides tips & tools for other health & lifestyle coaches to make their job easier. She can be reached at (210) 492-6872 or via e-mail at lorna@lornaenglemanmd.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.

The DTMOPP Learning Method

Desire ♦ Theory ♦ Method ♦ Observe ♦ Practice ♦ Perform
By Dave Buck—Coachville

In our quest to help coaches become masterful – and build thriving practices - we needed a method of teaching as a companion to our method of coaching. The DTMOPP Learning method

Coaching is a craft. The DTMOPP learning method defines the path to mastery for any craft and works particularly well for coaching. It is an acronym for the words: ***Desire, Theory, Method, Observe, Practice and Perform.***

Important Note: This method was adapted with permission from a similar method used by my mentor Marshall Thurber.

To become masterful in any craft, from coaching, soccer, playing piano to running a business you need these six things:

Desire

Learning is greatly accelerated when the student has a real desire to learn the subject. I often say that you cannot coach someone who does not have a strong desire to win! Without desire they won't have the energy to do what it will take to overcome the myriad of obstacles that are part of nearly all important accomplishments. In this aspect I believe teaching and coaching are alike. It is important to begin any program with a clear portrayal of WHY this subject is important.

How strong is your desire to master the craft of coaching?

Theory

The theory is the THINKING behind the craft. The big idea about what excellence in the craft looks like, feels like and how it is obtained. An individual will often seek out a teacher or coach to learn the theory of a craft. And will also seek out many sources of information including books, workshops and conversations with others practicing the craft. An example is one of the theories behind our new coach training: Any endeavor in life can be articulated as a winnable game worth playing; and that doing so will breathe life into those who “play the game” vs. “do the work”.

What are you doing to expand your knowledge of coaching theory?

Method

A method is the way you do something that produces a consistent effect. A method consists of patterns, models, tools, steps and a process for assessing a situation to make decisions. A method describes what to do, how to do it and when to do what, based on the situation. There are several ways to learn a method and working with a coach who gets consistent results through practice is probably the best way. You are looking for a coach who can demonstrate the craft AND who has been able to help others become masterful as well.

Continued on page 6

The DTMOPP Learning Method

(continued from page 5)

Observe

The seeker of mastery will pursue any opportunity to watch others practicing the craft. Observing others – at all levels of experience – is essential to quickly learning a craft. You need LOTS of examples in order to start seeing patterns of what works and what doesn't work. Which methods produce favorable results and which do not? The more adept you become at observing and critiquing the methods of others, the more proficient you become at reproducing the patterns that produce desirable results.

I remember when I first started coaching soccer at Seton Hall U., I went to hundreds of soccer games and I always got there very early specifically to observe how each coach organized the team warm up before the game. From observing hundreds of warm up routines – and seeing how well the teams played at the start of the game – I put together my own team warm up method that became my trademark. Are you actively pursuing opportunities to observe the coaching craft?

Practice

It's pretty obvious that abundant practice is required on the path of mastery in any craft. The key point here is that practice must follow theory, method and observation. Otherwise you can waste a lot of time practicing the wrong things; or getting extremely adept and doing things that don't get favorable results.

The optimal learning environment consists of a frequent cycle of learning a method, seeing it used and then practicing to reproduce what you observed.

I know this sounds strange but I see it all the time: people who spend a LOT time practicing based on minimal solid theory, method and observation and then don't get great results because they practice doing things that don't

work.

In the craft of coaching there are two kinds of practice that are extremely valuable. The first is practicing by coaching anyone on anything. This should always be done on a pro-bono basis. It can include volunteers that you find as well as colleagues in buddy coaching situations. This is an excellent way to learn about a variety of client situations and practice using the methods you are learning.

The second type of practice – which is often overlooked – is working with real clients who are playing games that you have lived. This is favorable because then you know the game, you know exactly what they are trying to do and you have a clear vision of what excellence looks like. Then the only variable is your ability to use the coaching method to help the client win the game they are playing.

This is often the most challenging part of the process – finding those first 40-50 real clients. Your personal record of results in the game will give you the credibility you need to get people to agree to work with you while you are refining your methods and skills as a coach. Are you actively seeking LOTS of opportunities to practice your craft in both scenarios?

Perform

By perform I mean practicing the craft while being observed by others who are critiquing you. This is by far the most frequently skipped step but it is just as important as the other five steps. You must get feedback in order to know how you are really doing! Frequent feedback from a reliable source will greatly accelerate your path to mastery because you can focus your practice efforts where they are most needed.

Next Meeting: Second Thursday, September 14th — 7:15-8:45am.

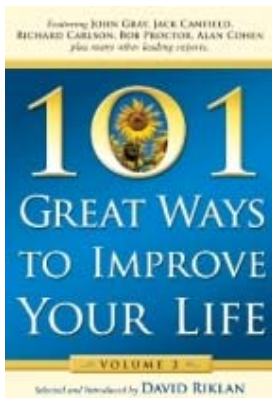
**Please RSVP to Gene Hildabrand, Director of Membership
at gene@themasternetwork.com no later than Saturday September 9, 2006.**

What's Up With Our Own Coaches

Sharon Benedict

Sharon Benedict invites you to read an article she co-authored with a client which was published in the San Antonio Bus Journal. ***The Value of Art/Art in the Workplace benefits both employees and company***, by Sharon L. Benedict, MS, ACC & Doug Roper, Bronze Sculptor San Antonio Business Journal, Special Art Edition, May 12, 2006
<http://sanantonio.bizjournals.com/sanantonio/stories/2006/05/15/focus2.html>

David Flack



Along with Jack Canfield, John Gray, Richard Carlson, Bob Proctor, and Alan Cohen, our own David Flack is a contributing writer in the new book *101 Ways to Improve Your Life* coming out in August. Here is a taste of what you will find as his contribution.

How do you relate to yourself and others? What do you have in common with the voice in your head and the messages you speak?

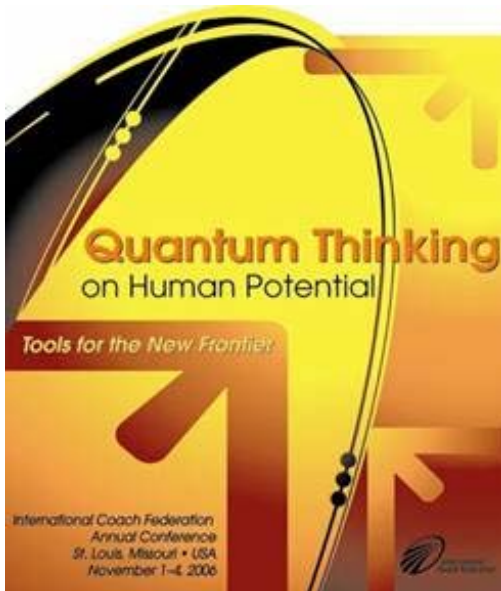
It's language. Some say that, ultimately, the words are everything. Call it communication, conversation, or articulation - your expression of life lives in language. I say you *are* your words; the vocabulary of your life is up to you. You get to choose your view of the world with the internal words you select -- you are what you think about most of the time as even your thoughts are expressed in language. When you understand that adversity is inevitable but fear is optional (as is the drama of unnecessary

and self-induced suffering), you see freedom of choice as your own personal power... **expressed in language.** Do you mainly think about what you don't have and can't do? More importantly, do you continually tell others what's going wrong and not working out?

If this is so, you may experience life as unfair and even cruel. You bounce from saintliness to martyrdom to what I call "victimhood." When real challenges come up, you're already beaten down because of your internal language. Some form of anger, denial or sadness flows out of you, hangs over you, and haunts into those around you.

The language in your life is *not* serving you. In some ways, this language is self-induced, and it can be strangely comfortable to complain and rail against the universe. Everybody does it, don't they?

Yes they do -- and this is an area of your life in which it is best *not* to fit in, to go along, and to blend in so that you can be miserable along with everyone else. I'm pleading for your awareness. See that you are too precious to throw away your own unique qualities with unexamined self-talk and chitchat. Consider the challenge of the world trying to "change" you when being yourself is the real gift, the real achievement in life. Accomplishing what others see as impossible, if only in your language, can give real satisfaction.



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

For the first time in ICF's history, the **International Conference will kick off by going off site** for some fun and adventure. Mingle with your colleagues and friends in the belly of a whale while others dance in a turn of the century bank vault at the one-of-a-kind **St. Louis City Museum**, designed and created by creative genius Bob Cassilly. This inspired masterpiece is a fantasy city within a city and will captivate you for hours with things like MonstroCity, the Enchanted Caves, and the Shoe Shaft. Green building construction and recycling turn into mesmerizing sculpture and artistic displays that are the foundational elements for the City

Museum. The first two floors of this incredible museum are on reserve for our opening reception on Wednesday night to kick things off. Hors d'oeuvres will be served and a cash bars available throughout the evening. Motorcoaches will be running all evening to shuttle conference attendees between the Renaissance Grand Hotel and the museum. **This is an event you don't want to miss!**

Coaching Demos: ICF has booked Friday afternoon from 1 - 4:30 p.m. to showcase live coaching demonstrations. Four of ICF's top MCC's will take the stage to demonstrate four different areas of coaching: Life/Personal; Small Business/Entrepreneur; Professional and Executive/Leadership. These sessions will provide a powerful representation of what is possible for coaching and will follow ICF's Ethical Standards as well as core competencies of masterful coaching. Each session will provide for Q&A following each demo.

**The 2005 ICF International Conference sold out.
Please plan to reserve your space early.
For more information go to www.coachfederation.org**

A Soldier©

Jayne L. Garrett, PCC—July, 2006

A soldier's vision

Is to protect our land

To be of service

With a helping hand

The true level of dedication

To our flag of red, white and blue

We respect all soldiers in uniform

For what they say and do

A soldier represents

Clarity of heart and soul

No matter what branch of service

They are committed to one goal

The goal to protect our freedom

They serve us day and night

Whether here on our soil

Or in foreign lands they do fight

War is not an easy task

For our freedom has a cost

For the many soldiers and families over the years

Whose lives have been lost

We honor every soldier and their spirit

For each has a name and face

We say thank you for your daily service

For our freedom is still in place

Jayne L. Garrett, PCC is an Author ~ Speaker ~ Coach who has two published books and has written lyrics for many poems and songs. For additional info:

www.jaynegarrett.com

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
Sharon Benedict, ACC homeharvest@gvtc.com 830-755-6163
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
Mike Mayberry, ACC mmayberry@theleadershipcoach.net 479-9891
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
Ed Bierschenk coachedb@gvtc.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
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@gvtc.com 830-755-6423
Cheryl Jones cheryl@bestbizness.com 545-2378
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

This FREE presentation is for anyone wanting to improve their personal and professional lives with surprisingly simple practices anyone can master!

INVITES YOU TO

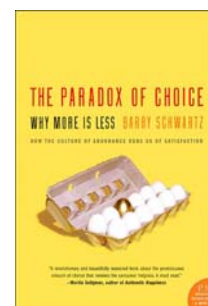
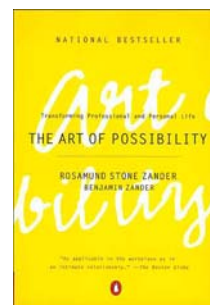
The Art of Transformational Possibility and The Paradox of Choice

Thursday, September 21, 2006 7:00pm-9:00pm

Individuals and Organizations: THIS IS FOR YOU!

Choice, like time, is a paradox. Seems like there's never enough, yet too much...overload! Every choice we make is a testament to our autonomy, to our sense of self-determination and having control, and thus displays our character. Come learn how to have control without having to be *in* control in a highly interactive presentation about shifting your viewpoint to turbo-charge your results. You will discover:

- How it's all invented anyway and simple ways to make that work for you.
- Four practices of possibility that will immediately and sustainably alter your life.
- Eleven prescriptions for dealing with the overwhelming volume of daily choices.
- How to create an enthusiastic future to live into, instead of an existence to live *up* to.



This **FREE** two-hour experiential workshop features the books:

- The Art of Possibility
- The Paradox of Choice



About the Presenter

David Flack, The *Accelerator* Coach, has been altering lives without apology for over thirty years. He *accelerates* individual and company productivity, profitability and possibility for being extraordinary with his exceptional skills as a professional coach, management consultant, and group facilitator. A native Texan, he has worked in and with over forty industry groups and businesses across the world, and is joyfully job-less as a business owner and serial entrepreneur. He is past president of the San Antonio Professional Coaches Association and the American Society for Training & Development. His third book comes out in September, and you can visit his web site at www.TheAcceleratorCoach.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.