

SAPCA

Next Month at SAPCA

Coaching for Financial Independence



Presented by:
Rick Thomas, CFM

This interactive presentation will discuss the concept of Financial Independence covering both the "head" issues (the numbers) and the "heart" issues. Tools will be presented enabling coaches to work with their clients in this arena. Materials presented can also be used by coaches to enhance their own personal financial situation.

Learn how to:

- ◆ **Create Awareness:** Help clients discover their beliefs and perceptions about money, and how these affect their behavior around money
- ◆ **Plan and Set Financial Goals:** Collect information and create a plan for attaining Financial Independence
- ◆ **Manage Progress:** Set priorities affecting the client's financial decision making

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

Rick Thomas is a Financial Advisor with Merrill Lynch in San Antonio, with a B.S. in Industrial Engineering and a Ph.D. in Computer Science from Southern Methodist University. Rick holds the Certified Financial Manager (CFM) designation, and is a member of the Financial Planning Association. He is a member of the Technology Advocates of San Antonio (TASA) and charter member of the San Antonio Professional Coaches Association (SAPCA). Rick is a member of the Downtown San Antonio Rotary Club, serves on the Administrative Board of his church where he leads a couples' Sunday School class, and is an Eagle Scout.

Second Thursday, June 9th **7:15-8:45am**
Please RSVP to Sharon Powell, Director of Membership at COACHSKPowell@hotmail.com no later than Saturday, June 4, 2005.

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!

What's Up With Our Own Coaches?

Congratulations to all of you for your awesome accomplishments!

Kimberly Smith-Martinez

I am halfway through a certification coaching course entitled "Career Clarity Coaching" which will allow me to add career transition coaching to the services I provide my clients. It is a fantastic course in which the client works through a manual with assigned homework each week for 10 weeks which allows them to identify their passions and interests in order to assist them in making a positive career change or job choice which aligns with their values and passions. We are also halfway through our Buff Bodies 6 week workshop (the focus is to help women identify their goals re: weight loss and fitness and to teach them strategies to reinforce positive lifestyle choices to take steps to achieve their goals). We have received very enthusiastic and positive comments about the course thus far. We are hoping to provide this workshop on an ongoing basis. If anyone would like more information about either course, please call me. 210-854-6786.

Bill Thomas

Starting this month, I will be writing a monthly article for the Kerrville Daily Times called *Coach's Corner* and the Monthly Chamber of Commerce News Letter called *From Coach Bill*. The articles will be Coaching tips.

Sharon Benedict

Hello from one of your fellow coaches! After recently moving back to Texas and settling in the beautiful oasis of Boerne, I am so glad to find an active and supportive ICF chapter in San Antonio. Look forward to getting acquainted at the next SAPCA breakfast. I have also recently become the Life/Wellness Coach for a dynamic wellness center in Boerne just for us women, *Hill Country Wellness for Women* (<http://www.hillcountrywomen.com/>). Look for its grand opening soon and come visit us. In the meantime, here is a link to an article I recently published in a medical journal. Enjoy.

Wellness Coaching, A Life Coach's Collaborative Approach to Integrative Healthcare
April/May 2005, Vol. 4, No.2,
Integrative Medicine, A Clinician's Journal.

THIS ARTICLE IS COPYRIGHT PROTECTED. Property of InnoVision Medical Media. Any reprint copy is to be used for educational/research purposes ONLY. Contact Publisher for any commercial use of this article at www.imjournal.com or call 1-866-828-2962 x23.

Sharon Powell

Being Healthy, Wealthy, & Wise Using the Law of Attraction

Come learn more about the Law of Attraction and how using it correctly will lead you to increased health, wealth, and wisdom. This law is already in effect in your life, therefore, the quality of your life is a mirror of what you've been attracting so far. *Is this what you really want or is it something more, different, and better?* Join *Professional Life & Certified EQ Coach* Sharon Powell to gain an understanding of the Law of Attraction & learn how to consciously apply the principles of attraction to create and achieve anything your heart desires! Sharon is presenting this mini-session on the following dates: Saturday, May 14th at 3:00 PM at the Body, Mind, & Spirit Expo at the Live Oak Civic Center & on Wednesday, May 18th at 10:00 AM at the Freedom Builders Open House.

David Flack

5 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

Wednesday May 18th Sharon Powell is presenting at 10am on The Law of Attraction and Wednesday June 1st David Flack is presenting on Adopting Awesome Attitudes - reserve your space (no charge) at <http://freedombuilderssat.com/default.aspx?PID=1382>.

Also, David Flack, The *Accelerator* Coach, will join Les Brown, Tom Antnion, 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 9:15am Sunday morning the 12th, just before Les Brown in the MINDSET category, speaking on his book - early details at <http://successsummit2005.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 Ten Troublesome Myths and the New Reality of Professional Coaching

*By Dave Buck
(Part 1 in a 10 part series)*

Myth #1

A majority of professional life and business coaches are struggling financially because they don't know how to market themselves.

While many coaches may not be great marketers, this is not the reason they are struggling. There are a few issues here. 1) If you are going to market a service, you have to know what it is. 2) You have to be able to describe what you do in language that the buyer understands. 3) You have to be able to deliver on your promise.

Issue 1: Coaching is helping another person produce a desired result. The way coaching is currently defined and practiced today is simply not working either from a results perspective OR a marketing perspective. Think about it: would you pay \$200.00 to \$1,000.00 per month to someone who promises to help you produce a result but can't explain how he or she is going to do it? No. Saying "I'll help you set better goals and ask you insightful questions" isn't going to cut it either.

Tell the potential client: I will teach you exactly what you need to know, help you understand yourself and the people around you so that you are never blind-sided and help you make changes to your environment so that you are inspired rather than obstructed by the people and things around you.

Issue 2: The potential clients of coaching want results. For this obvious reason the question of whether you have done what they want to do will almost always come up. From a pure marketing point of view, it is essential that you coach people in areas where you have achieved results. When you've done it, it is much easier to explain how you can help them do it in language that they understand. This is no time to listen to the purists who say that with great coaching skills you can coach anyone. Yes, you can. The trouble is: the clients won't buy it.

Issue 3: The original coaching concepts of asking questions, mirroring, accountability, and goal setting are a starting point at best. In order to sign and retain high-paying clients you must be courageous enough to push WAY past the edge of "traditional coaching". You've got to utilize your experience and understanding in order to deliver the personalized teaching component. You've got to be willing to get personal and use your skills of perception in order to expand the clients' awareness. You've got to learn how to redesign environments or else the inner work you do with the client will not be sustainable.

When you can do these three things, you will be able to reliably keep your promise to help them produce a desired result.

New Reality

Learning to market is easy if you are coach-able! Most coaches are struggling because the service they've been taught to provide is almost impossible to market.

Learn the re-invented coaching skills and market this service using language based in your experience.

Coaches Showcase

Featuring Michele Henkle-Irelan, PCC



Michele Henkle-Irelan, PCC

I am originally from Toronto, Canada, where my sisters still live. I moved to the United States in 1981 on a corporate transfer and have lived in Phoenix, Boston, and now San Antonio. I am married (10 years this November) to a wonderful man named Michael and I have two step children and four wonderful grandchildren. Although I spent 30 years in the corporate arena, I have lived my whole life in the question of "What else can I learn, and how can I use it to make the world a better place and my life better". Living in this question, plus an understanding that I am totally responsible for my life and how I create it, eventually lead me to the principles and practices of coaching, as a Professional Certified Coach.

Over my professional career, I progressed from an airline reservation agent, Sales Manager for Southern Ontario for a wholesale travel company, Manager of two Call Centers in Toronto, Manager of Travel Agent and Corporate Marketing for North America for Best Western Hotels, Manager of Call Center Operations for North America for Best Western Hotels (4 satellite centers and a total of 888 staff), and then to Vice President of Reservation Services for La Quinta Inns. I was also President of I.A.H.R.E. (The International Association of Hotel Reservation Executives).

In 1991, I created my own consulting company "Service Solutions International", consulting with airlines and hotels on computerized call center environments. This provided an opportunity to

share my knowledge and expertise in areas such as budget development and P & L management, recruitment, training, quality control, computerized system design and development, ergonomics, marketing and staff leadership & development. Because I oversaw the operation of a hotel reservation center in a women's prison in Phoenix, I also sat on an advisory board with then Chief Justice Warren Burger, regarding private sector involvement in prison industries.

I transitioned to coaching in 1994, (after taking a 14 month sabbatical to travel the world and realized I could never go back into the corporate world as I knew it), when I became a student of Coach U, and began my coaching practice, under the name SuccessWorks. I graduated from Coach U in 1996 and became a Professional Certified Coach through the International Coach Federation in 1999. I am a Corporate Coach U Coaching Clinic™ certified facilitator, a Retirement Options - Certified Retirement Coach, a charter member of CoachVille.com, a Board Member and Treasurer of The San Antonio Professional Coaches Association, and a past member ICF Ethics and Standards Committee.

Over the last eleven years my clients have included individuals, management staff, professionals, small business owners and CEO's and executives. In the fall of 2004 I became a Certified Retirement Coach. Maybe it's because of my own age, but I am very drawn to this area of coaching and have recently begun creating alliances with various financial planners and presenting seminars, as a value add to their clients.

I love my clients and the coaching adventure I have been on for the past 11 years, and I look forward to every day – and what it will bring.

About the Coaches Showcase

In support of SAPCA's Core Value "Connectedness", each month the newsletter will showcase one of our own coaches. If you would like to be showcased contact Chris Lucerne (chris.lucerne@prodigy.net). This newsletter goes out to all member coaches of SAPCA. In addition it is posted on the SAPCA website. Many thanks to Michele Henkle-Irelan for volunteering to be the first coach in our Coaches Showcase.

Coaches Tip from Michele Henkle-Irelan, PCC

"Every coach needs a coach". You've heard it said time and time again, and it is so true. I have had some great coaches (including Dave Buck, Susan Kline and Christine McDougall), that have worked with me on who I am, who I am becoming and what I am building. I have always had a coach throughout my 11 years of coaching. It is so easy when you are just starting out to be very concerned with your cash flow and think about hiring a coach for yourself later. The truth is, that just like your clients, when you have a coach in your corner, you stay more focused, get more done quickly and have someone to talk with who "gets you", and what you are up to. It is one of the fastest ways to grow your business. And, never forget that it is imperative that you do the work on yourself too, and not just in building your practice. You are a model for your clients, whether it is spoken or not. Whether you do the work with Landmark Education, The Accelerated Learning Institute, Discovery, The Hendricks Institute, or work through various assessments with your own coach, becoming complete, clear, present and authentic is what allows you to be totally present with your clients. I believe this is the key that opens the door to doing the most incredible work with your clients and will result in you creating the coaching practice you desire.

In Memory of Thomas and Phil

On February 12, 2003 the coaching community lost Thomas Leonard and Jayne L. Garrett, PCC lost her Dad. In keeping their memory alive Jayne is Race Walking a full marathon in June as a fundraiser for the *American Stroke Association* a division of the *American Heart Association* in memory of Thomas Leonard and her Dad Phil. Jayne wrote the following poem after their passing.

Precious Life©

By: Jayne L. Garrett, PCC

The gift of time
Twenty-four hours in a day
We never know
When it will be taken away

It is a precious gift
Not always wrapped in a bow
Sometimes it is a challenge
That helps us to grow

Time is a measurement
Gauged by a clock
Each moment disappears
We cannot keep it in stock

We look at time that passes
By celebrating our birth each year
We are all headed in the same direction
Making the most of the time that we're here

When we leave this Earth
We hope that others will say
We lived our life fully
And our legacy is here to stay.

ICF SIGs

There are many benefits available to coaches belonging to the ICF, including Special Interest Groups (SIGs). SIGs give you the opportunity to get very specific in our great Coaching community. You can connect with other coaches who have similar interests or goals.

ICF Special Interest Groups Provide:

- ◆ Community
- ◆ Leadership
- ◆ Understanding
- ◆ Enthusiasm

SIGs are an opportunity to learn and grow! Consider joining these SIGs:

- ◆ Being Irresistibly Attractive
- ◆ Internal Corporate Coach
- ◆ Media Effectiveness
- ◆ Purposeful Money
- ◆ Business Development
- ◆ Relationship Coaching
- ◆ Career Coaching
- ◆ Retreat Coaching
- ◆ Executive Coaching
- ◆ Transitions Coaching
- ◆ Weight Loss and Wellness Coaching

Check out the time and schedule for all SIG meetings at: www.coachfederation.org/

San Antonio Professional Coaches Association

(SAPCA) - ICF CHAPTER Lockhill Station Post Office Box 780114 - San Antonio, TX 78278-0114
Membership List (more detail at <http://sapca.org/members2.htm>)

Jim Antenen (Honorary Member) jimantenen@earthlink.net 826-7595 ext. 230
Caterina Nur Arends caterina@highervisioncoaching.com 492-6882
Dee Dee Aspell (Honorary Member) deedee@aspell.com 930-4664
Michael Baker PRESIDENT - ELECT 2005 m.baker@thegrowthcoach.com 830-537-3576
Mike Bellomy, ACC PRESIDENT 2005 mike@mountaintop-life.com 830-230-5395
Sharon Benedict homeharvest@gvtc.com 830-755-6163
Ed Bierschenk coached@gvtc.com 210-488-8137
Janet Bonnin SECRETARY 2006 jbonnin@boernenet.com 830-249-9785
Edie Schnaitter Britton ediebritton@aol.com 830-980-6684
Leslie Cardinal, PCC BOARD ADVISOR 2005 Leslie@LeslieCardinal.com 496-3304
Dick Copeland coaching@RichardCopeland.com 822-9269
Judi Craig, MCC judi@coachsquared.com 824-3391
Linda Crum lctrainer@aol.com 316-0946
Diane Cunningham diane@lifeinspirationcoach.com 219-5231
Ian Dahlgard iancoach@aol.com 273-5331
Sue D'Ambrosio BOARD DIRECTOR OF RESOURCES 2006
sdambrosio@satx.rr.com 650-5470
Susan DeLoren susan@bnisa.com 688-9623
Nora Fellows fellows@gvtc.com 830-981-4405
David Flack BOARD DIRECTOR OF COMMUNICATIONS 2005/Past President
DFLACK@satx.rr.com 872-5490
Jayne Garrett, PCC Past Board Director jayne@jaynegarrett.com 490-6106
Wendy Geisler nutritionmaven@aol.com 823-4363
Barbara Greene, MCC Past Board Director
barbara.greene@greeneandassociates.net 366-8768
Gene Hildabrand Gene.hildabrand@gonbn.com 380-4891
Michele Henkle-Irelan, PCC TREASURER 2006 Michele@SuccessWorks.com 497-7589
Vikki Like vikki@esourcecoach.com 342-2563
John Lovitt, Past President john@lovitt.org 364-8025
Susan Loveland PROGRAMS CHAIR aloveland@satx.rr.com 696-0258
Chris Lucerne, PCC Past President chris.lucerne@prodigy.net 408-7699
Irene Maxfield imaxboston@yahoo.com 590-1686
Mike Mayberry Past Board Director mmayberry@theleadershipcoach.net 366-8066
Sharon Powell BOARD DIRECTOR OF MEMBERSHIP 2005
COACHSKPowell@hotmail.com 647-0645
Chuck Saxer, Past Treasurer csaxer@o-l-d.com 408-1032
Poonam Sharma Past Secretary sharmap@flash.net 493-6554
Sue Simpson suesimpson@ev1.net 930-1020
Kimberly Smith-Martinez kim@drkimlifecoach.com 854-6786
Jack Stephens Past Board Director jack@invest.com 590-6878
Bill Thomas, MCC (Honorary Member) Past VP of the ICF
billthomas@omniglobal.net 830-367-4555
Rick Thomas rtthomas_satx@yahoo.com 490-5170
Raelyn Van Pelt BOARD DIRECTOR OF PROGRAMS 2005 vanpelt@sbcglobal.net 683-6360
Steve Varga steve@varga-associates.com 210-490-3377
Blaine Wilson coach@fitcare.net 830-377-4925
Richard Zielinski solutions@apsincorporated.com 690-3888