

HPCG High-Performance Coaching Newsletter #1, Ralf Wolter



Dear Reader,

long time no see. Maybe you are wondering what I am doing these days and what has happened since I left Cisco last year? Here is a quick update and I promise not to wait a full year before sending another update.

Time certainly flies and I almost missed celebrating my company's first anniversary. It was a successful year and I focused on laying a strong foundation. I also realized how well Cisco had prepared me for entrepreneurship and I really enjoy driving the three pillars of HPCG.

Here are some highlights:

Career Coaching: I co-presented "Coaching the Distance: Bridging cultural gaps seamlessly with technology" at the Int'l Coach Federation (ICF) global conference in London. We had about 100 people in the room and 430 views on Slideshare (<http://virtual4coaching.com/Events/ICF-12/index.html>)

Presentation trainings with PowerSpeaking: John Warren and I run monthly workshops for large companies in Europe. In addition, I had several virtual coaching sessions to prepare speakers for Cisco Live London. I really missed attending the event, maybe I'll be there next year?

Consulting: I guess it is not a surprise that I still drive technology. I am working with a small German company that builds innovative electronic office locks - the "Internet of Things" is becoming reality! We just received a significant industry award for the new RFID lock.

This quote from Seneca nicely summarizes my first year:
"Luck happens when preparation meets an opportunity".

My focus for the second year is expansion, because it was really an eye opener for me to see how much individuals benefit from career coaching, especially talented high-performers. The ability to focus energy towards a concrete goal, and together with a coach reach it faster and more efficiently, is really exciting.

I want to make this newsletter valuable to you, here are 2 quick self-coaching exercises that you can apply immediately:

1. Do you present frequently and want to increase your impact on the audience, and as a "side effect" increase your scores?

Make your talk more personal by sharing personal experience that triggers emotions, even for deep-dive technical talks.

Humans forget data quickly and emotions create longer retention.

Here are [6 additional tips](#) from the world's most captivating presenters:

<http://blog.hubspot.com/blog/tabid/6307/bid/34274/7-Lessons-From-the-World-s-Most-Captivating-Presenters-SlideShare.aspx>

2. Is career coaching relevant for you? For your current situation ask yourself three short questions:

- What is one significant career goal I want to achieve this year?
- What is one concrete habit that I could start practicing daily to get closer towards my goal?
- How can I hold myself responsible to practice this new habit daily for the next 21 days?

E.g. put a daily reminder in your calendar, ask friends to help you, etc.

Here is the [research](#) why it takes 21 days:

<http://onlinelibrary.wiley.com/doi/10.1002/ejsp.674/abstract;jsessionid=075667E66D479F730A863306344CB3AB.d01t01>

- "Small differences applied to key areas of your life can lead to enormous differences in results." ~ Marshall Goldsmith, leadership author

To celebrate the first anniversary, here is a special gift for you: experience the power of speed coaching.

I would like to prove to you that 60 minutes of focused speed coaching makes the seemingly impossible possible. The most effective way is to split 60 minutes into 3 slots of 20 minutes each. Feel free to extend this offer to one person in your team, but only one because this offer is free of charge.

To find out more about [speed coaching](#) and [virtual coaching](#), take a look at <http://hpcg.eu> and <http://virtual4coaching.com/>

Have a nice weekend! And if you need to work during the weekend, make sure that it is fulfilling.

Best regards,

Ralf Wolter

HPCG® Founder and Coach

<http://hpcg.eu>

<http://virtual4coaching.com/>