

HPCG High-Performance Coaching Newsletter #2, Ralf Wolter



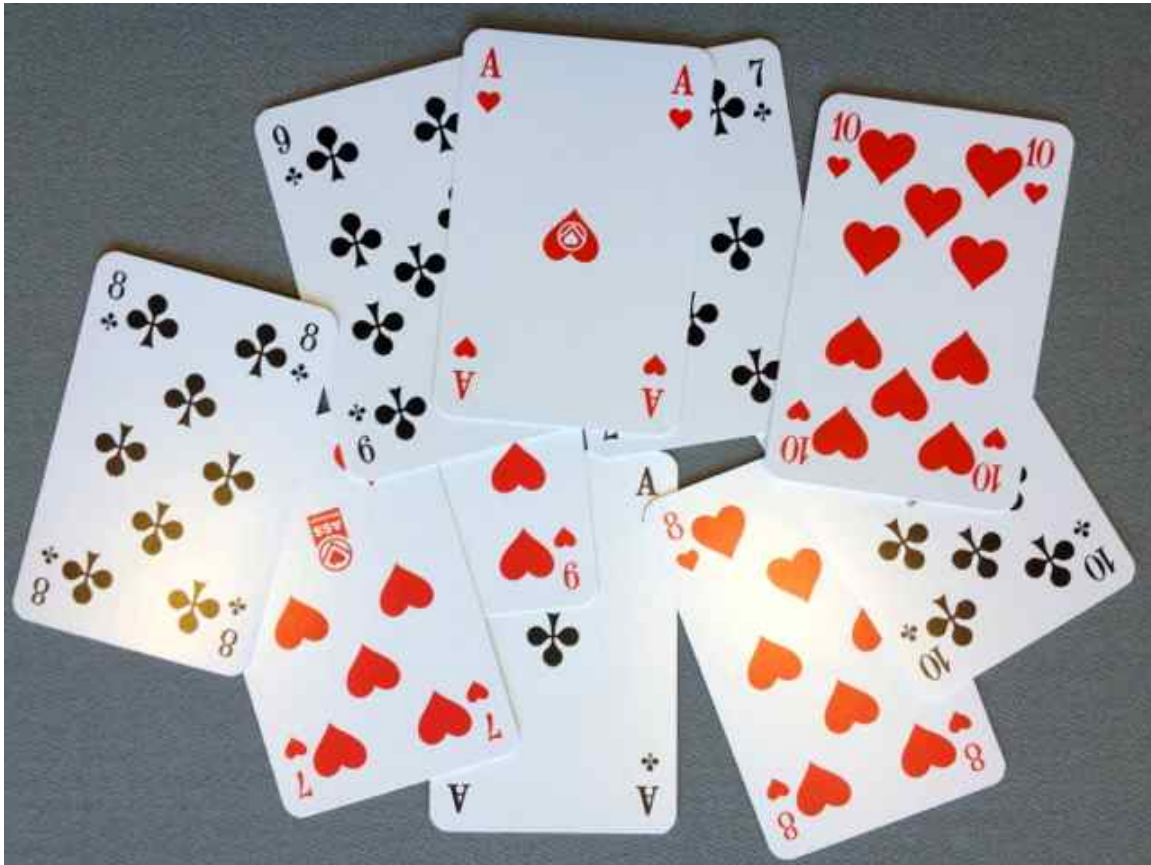
High-Performance Coaching
Group (HPCG®)

Dear Reader,

do you enjoy playing card games, such as Poker, Skat, Rummy, Spades, and others? If you do, you are probably like me and sometimes complain about the cards you have been given.

The analogy between playing card games and our real life can be eye opening. In this newsletter you will find some thoughts about your "life's cards" and implications related to your goals.

You receive tips for presenting to executives, a quick update from me and an outlook. Enjoy reading!



I) “Life consists not in holding good cards, but in playing those you hold well” ~ Josh Billings (American Humorist, 1818-1885)

From time to time we tend to complain about our situation and the circumstances. If only... would be ... Sounds familiar? These thoughts can easily trigger a downturn spiral and become distracting.

Here is a better approach: identify the value of your "life's cards" and develop a strategy how to play them well.

II) 10 steps to grow your potential and reach your goals

1. Find your **vision**: imagine your gravestone has just enough space for 1 sentence and 1 image to summarize your life, what do you want them to be?
2. **Baselining**: describe your current situation for each area of your life, i.e. your job, the relationship with your partner (and kids), your friends, and time for yourself. Describe in one sentence where you stand in each area. What do you notice?
3. Identify the **gap**: baselining (no 2) illustrates where you stand right now. Your vision (no 1) describes where you want to be in the future. Describe the gap precisely. How can you build a bridge to cover the gap? What is the first step?
4. Which **resources** do you have? What is the value of your "life's card deck"? Useful tools are DISC/persolog, MBTI, StrengthFinder, and others.
5. What do you **need**? Which cards are missing? What would you gain by getting additional skills and resources? How can you acquire them?
6. **Goals**: strategize 'how to play your cards' by defining clear goals for 'bridging the gap' (no 3) and 'gaining additional resources' (no 4). Use the SMART definition to write specific goals. (https://en.wikipedia.org/wiki/SMART_criteria)
7. Define **milestones**: break down the goals (no 6) into smaller chunks and set a deadline for each one. Make sure to define weekly and monthly goals.
8. **Execute**: 'every journey begins with a small step'. What are your concrete steps for today? What do you want to achieve in 1 week?
9. **Review** monthly: add checkpoints to your calendar and review your goals (no 6) and milestones (no 7) accordingly. How will you hold yourself accountable?
10. **Celebrate** success: too often we forget this part and miss opportunities of great joy. What did you achieve in the last 3 months that you did not celebrate yet? Find someone and share your success right now, then celebrate before the end of this week.
11. Hire a coach to speed up: do you sometimes feel like running a marathon completely on your own? Would it help to have a support team? If yes, what can you do right now to fill this gap?

“Two people are better off than one, for they can help each other succeed.”

III) Presentation Skills

Do you present to senior management frequently? The attached article "Four Presentation Strategies for a C-Level Audience" by Rick Gilbert provides practical steps to make your next presentation successful:

1. Know the People
2. Make Your First Line Your Bottom Line
3. Deliver with Confidence
4. Facilitate and Improvise

IV) What's going on in my life? A personal update:

- In June I co-presented at the Int'l Coach Federation's (ICF) conference in Minneapolis "Coaching the Distance: Increase Your Impact with Technology and Cultural Awareness".
Check out the details at <http://virtual4coaching.com/Events/ICF-13/index.html>
- The two ICF conference sessions (London last year and Minneapolis this year) have more than 1,200 views on Slideshare (<http://www.slideshare.net/ralfwolter>)
- PowerSpeaking certification: in addition to the Coach certification, I am now a certified Lead Trainer for the High Tech Speaking (HTS) and PowerSpeaking (PS) programs. <http://www.powerspeaking.com/company/trainers/wolter>

V) What's next?

Preparation for an exciting workshop has started already: the next SIETAR (Society for Intercultural Education, Training and Research) conference takes place in Tallin, Estonia in September (<http://sietareu.org/congress2013>). I am co-presenting the workshop 'Effective use of technology for coherent third culture creation'. Read more at <http://virtual4coaching.com/SIETAR/>

And finally, remember the value of referrals: for each of your referrals that leads to a new coaching contract for me, you receive a 60 min coaching voucher, for yourself, family members, or friends. Don't miss this true win-win situation!

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

Best regards,

Ralf Wolter

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