

HPCG High-Performance Coaching Newsletter #8, Ralf Wolter



Dear Reader,

last month I achieved my next level coaching certification, I am now proudly carrying the title 'Professional Certified Coach (PCC)' by the International Coach Federation (ICF).

It means a lot to me, because everyone can call themselves a Coach, but only a limited number of Coaches have achieved this level. It took about 14 months longer than I had expected, in the end it felt like a long walk...



What is your 'long walk' equivalent? Which major goal have you set for yourself some time ago and not yet achieved?

Is this a good moment to review your goal to verify if it is still relevant?

The word 'resign' can have two meanings: either to quit or to sign up again (re-sign). What does it mean for your specific goal?

Are you stuck and don't know how to get back on track?

Have you achieved 80% already and now you realize how hard it is to finish the remaining 20%? The "80/20 rule" is also known as the [Pareto principle](#)

What is a first small step you can take to move forward towards your goal?

Who can help you to get back on track?

Maybe you are not stuck on your goal but instead you are moving steadily towards it. Do you have an important presentation coming up and you wonder how to deliver it with maximum impact?

Take some time off and practice some of the following best practices from PowerSpeaking. If 50 tips sounds way too much to you - take just 5 at a time:

1. Start with your audience in mind
2. Be clear on desired outcomes
3. Define specific action steps
4. Integrate levels of action
5. Create a Core Message

[Here is the full list](#)

If you are curious how our trucking company is doing - after two and a half year we are saddle fast and operations have stabilized significantly.

To use a picture as analogy: we have moved from a roller coaster ride to a windy but solid road - with all wheels on the ground!

As always, if you want to move faster, find a coach and leapfrog.

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, Coach and Consultant

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