

The Coach Approach –April 2003

By Benita Stafford-Smith

Lifestyle, Wealth and Happiness

For my seminar series, The New Style of Aging, I read a book *Age Power, How the 21st Century will be ruled by the New Old*, Ken Dychtwald, Ph.D. In his book, Mr. Dychtwald refers to a national poll conducted by Roger/Age Wave, where a representative sample of boomers, asked to vote in the key elements of their own American dream, surprised pollsters by putting “power, influence, and wealth” at the bottom of the list. Their top priorities were – “being true to myself, not selling out and achieving inner satisfaction”. Now this makes sense as this is the generation that has already spent a lifetime striving for and achieving power, wealth and influence. But as I like to think - this is the ‘old hippies revival’. These are the people who began their adulthood as the challengers of all things staid - lifestyle, politics and business – who are now challenging the next stage of their lives.

Interestingly enough in the Fast Company March 2003 issue, the headline article is “How to Lead a Rich Life (even in a poor economy)” by Polly LaBarre. Ms. LaBarre explores the True Wealth, Redefining the American Dream (p76) and here she highlights the new leadership class – engaged activists with restless minds and pragmatic optimism, demographically average, college-educated, married homeowners with a median age of 45 and a household income of \$55,300. This new leadership class, identified as the Influentials, focus on the changing relationship between wealth and success. The things that matter matter more than ever. What matters? What they do with what they have. They are preoccupied with keeping fresh not keeping up – learning, experimenting, and creating in every aspect of life. Ms. LaBarre states the most intensely held value of the Influentials can be grouped into three themes: strong relationships (with family, spouse or romantic partner, friends, and broader connections); personal integrity (honesty, authenticity, being true to yourself); and exploration (not adventure so much as knowledge, learning, open-mindedness, and creativity). At the bottom of the list – impressing others, wealth, looking good, status and power.

For the Influentials wealth is about connections and power is about credibility. Connections are the ultimate renewable resource and truest form of wealth. They don’t go away.

Today, I invite you to think about your values and your relationship with wealth, power and success. How do you define it? How do you measure whether you are “being successful” or not?

Thomas Leonard, the pioneer of the coaching industry, developed a powerful program entitled: Defining Success. Simply stated he coaches you to come up with the three statements that define success for you. A simple, yet powerful, exercise that requires some soul searching and introspection. Thomas urges us to find the internal answers to

these questions, not the external answers. For example, if you will know you are successful when you own your \$250,000 home outright, explore that a little further. What is it you will have when this happens? What does this give you in terms of your life – peace of mind, fulfillment, sense of accomplishment, release from fear? This is different for everyone. I encourage you to try this exercise today and determine the three statements that define success for you.

My three statements: I will know I am successful:

1. by how happy I am on a daily basis.
2. when I inspire others to “be the best they can be”
3. when I am continuously aware of and living my path to spiritual mastership

I was thrilled recently when I heard for the first time on a CD series, The Millennium Tour, produced by Jim Rohn, of a man whose goal was to give away 90% of his income. I thought what a great goal to have created enough wealth to be able to give away 90% of it!! Fabulous! Imagine the fun you could have and the difference you could make to people’s lives! Not that’s success!

An excerpt from Fortune magazine, January 2203, *What Should I Do with My Life? The Real Meaning of Success – And How to Find It*, by Po Bronson.

In this article Mr. Bronson states: The previous era of business was defined by the question, Where’s the opportunity? I’m convinced that business success in the future starts with the question, What should I do with my life? Yes, that’s right. The most obvious and universal question on our plates as human beings is the most urgent and pragmatic approach to sustainable success in our organizations. People don’t succeed by migrating to a “hot” industry or by adopting a particular career-guiding mantra. They thrive by focusing on the question of who they really are – and connecting that to work that they truly love (and, in so doing, unleashing a productive and creative power that they never imagined). Companies don’t grow because they present a particular sector or adopt the latest management approach. They win because they engage the hearts and minds of individuals who are dedicated to answering that life question.....There are far too many smart, educated, talented people operating at quarter speed, unsure of their place in the worlds, contributing far too little to the productive engine of modern civilization. There are far too many people who look like they have their act together but have yet to make an impact. You know who you are. It comes down to a simple gut check: You either love what you do or you don’t. Period.

Powerful article by Mr. Bronson and powerful words for the people who make up the business world. Pro Bronson is the author of three best-selling books. This article is adapted from this new book, *What Should I Do With My Life? The True Story of People Who Answered the Ultimate Question* (Random House, January 2003). He listened to the life stories of more than 900 people who have dared to be honest with themselves. He spent considerable time with 70 of those to learn how they did it. Check it out!

The Personal Path

The Personal Path is a coaching assessment that looks at ten areas of your life – inner peace, personal power, happiness & joy, spiritual bliss, grace and love, full satisfaction, natural balance, personal passion, vitality and wellness and fulfillment.

Inner Peace

Inner peace is an inner calmness, a freedom from environmental hooks, an absence of disturbances or adrenaline, an inner knowing, a connection with one's spirit. You have a choice about whether to experience inner peace, or not.

When experiencing inner peace, a person is:

- Unhookable externally by circumstances or others
- Fully present and able to be with everyone, always
- Externally gentle
- Accepting of all, including all of oneself

What happens until a person gets here?

- Easily disturbed by events, problems or others
- Creates problems, crises and disturbances for themselves
- Can't relax, chill out or fully enjoy themselves
- Busy-ness, frantic-ness, rush, obsession, preoccupation

The 10 Steps to Reach Inner Peace

- Having nothing unresolved vs just be finished
- Surrender and accept what is so vs resisting, fighting
- Take full responsibility for how you react to others
- Become aware/sensitive to feelings vs be blind, ignorant
- Tell the entire truth vs edit, censor, lie or translate
- Distinguish between Self vs Mind, Ego, Needs, Past Experiences
- Immediately catch yourself when triggered by adrenaline
- Recognize and inquire into why your cage gets rattled
- Step over nothing, even the small stuff, yet don't fix others
- Reprioritize peace to be ahead of performance

This is a challenging program that my clients have found to be life changing!

Next newsletter we'll review Personal Power.

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