



## The Little Engine That Could

How do we measure personal success as a coach? For some, it is measured in terms of money or fame. For others it may be education or places traveled. Some measure against what others have achieved while for others it may be against intangible goals – quality of friendships, spiritual growth, ability to influence, freedom, or well-being.

Remember the story of The Little Engine That Could. The smallest engine on the tracks was given a very heavy load which needed to be pulled up and over a very steep hill. Asking several larger and better equipped engines for help and being turned down by each one was very disheartening. Then by chance, the Little Engine asked a steam engine which was the very same size for help. Receiving a “Yes”, the Little Engine began to power up and with the second engine’s help, the mantra of **“I-think-I-can! I-think-I-can! I-think-I-can!”** became the impetus to make it to the top of the hill and on to the other side. Then the Little Engine could pull the load all by its self and the mantra changed to **“I-thought-I-could! I-thought-I-could! I-thought-I-could!”**.

As a coach, I have found that my role plays an important part in determining success. In the story of The Little Engine That Could, the Little Engine asked for help and although was turned down several times found support and success from a similar sized engine. Well, that’s me, the role that I play as Coach. I am the additional support.

As the Coach my role is to focus on the goal and actions that will determines success. I ask questions to

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determine necessary resources, actions to move forward, and ways to overcome obstacles. And there are always obstacles. Just think about the story of the Little Engine and the obstacles– refusals to help, the need for more power for a bigger assignment and the steep hill making the goal that much harder.

As a coach, I am the support (the second engine) that gives hope to dreams and success to goals. My clients must be willing to ask for help and be willing to put in the effort to attain the goal. My support might include knowledge, expertise, or guidance. Or to serve as a Listener. My role changes as the need of my clients change. And as the coach, I must be willing to adapt to the needs of my client.

As a coach, I believe that the Little Engine also possessed qualities that determined success. Some of those qualities are the same ones that I have observed in successful people.

**1. FIRST – Personal reliability.** High achievers have purpose and structure to their lives. The background or “foundation” of their life does not interfere with achieving their goals. Their personal organization and goals determine levels of success.

**2. SECOND – Positive Self-Direction.** High achievers know where they’re going and how to get there. For most, this means clear written goals.

### *Seeds of change:*

"People become really quite remarkable when they start thinking that they can do things. When they believe in themselves they have the first secret of success." ~**Norman Vincent Peale**

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