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The Coach EQuation

Solutions for the performance puzzle

December 2010

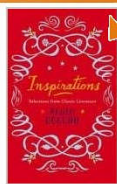
Volume 4 Issue 12

This article has 663 words and should take 2.7 minutes or less to read.

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The Gift of the Magi or How a Wise Coach Learns to Give All Year

It is December. There are office parties, neighborhood parties, church parties, and school parties. Holiday greetings have been sent - snail mail and email! Carols have been sung, stockings have been hung.

It is a season of tradition. Every family seems to have unique ways of celebrating the holidays. Shopping, baking, and visiting family and friends. Some prefer lighting a menorah; while others string lights around the tree. Either way, we enjoy the traditions that keep us anchored as family and community. One of my favorite things to do is to hear familiar stories of the holiday. Television gives us Frosty the Snowman, Rudolph the Red Nosed Reindeer, and stories that touch our heart and remind us of the miraculous.

The story associated with Hanukkah commemorates the miracle of the Hanukkah oil. The lamp oil kept a temple lamp burning for eight days instead of the expected one. Every year, Jews light a special menorah, known as a hanukkiyah, for eight days. One candle is lit on the first night of Hanukkah, two on the second, and so on, until eight candles are lit. Jewish children receive gifts for Hanukkah - often one gift for each of the eight nights of the holiday. The gifts and the lights are reminders of the miracle of the lamp and of hope.

Another holiday story comes from the Christian tradition. It is the story of the magi, or three wise men who traveled across the desert, following a star in the night sky, believing they were to find a miracle at the end of the journey. The story is made of many elements: Hope, trust, belief, giving, and wonder. It is a cherished story that is told again and again.

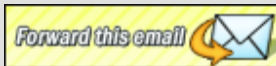
Let's bring the stories forward and think of them in terms of contemporary corporate life. Three wise men. Hmm, let's make that one very competent, compassionate, and engaging leader. Instead of riding a camel to determine fact or fiction, our leader uses technology to access reliable resources. Instead of gifts of gold, frankincense, and myrrh, our leader's gifts include experience, skills, and abilities.

The story of the lamp oil. Knowing there was only one day of oil left in the lamp, there was little hope of two days, let alone eight. Today's leader works hard to keep people engaged in their work, not one day,

DiSC Train the Trainer:

April 1
Columbus, OH

April 14
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potential and possibility of what can be accomplished over many days. Let's call our leader the Wise Coach.

The Wise Coach is prepared to share his gifts: offering help to anyone who seeks guidance, assistance, mentoring, support, and yes, nurturing. We are trained to solve problems and wired to help. We are called to coach because we feel we want to share what we have learned. Our desire is such that we seek opportunities to coach. We may coach internally or expand our efforts and volunteer in communities of need. We come with gifts because our heart's desire is to share our gifts.

When I was a child, the stories of the holiday were magical. They taught me that hope was essential, that giving opened the doors to the heart, and that miracles happened in the most unexpected ways.

Today, as a Wise Coach, I have learned that my client's story or issue is a gift. If I can be prepared to listen (receiving), I believe that I learn more, am more compassionate, and connect on many levels. When I am able to do this - to receive with an open heart, I am able to then share my gifts (giving) in a way that helps the client make choices for a better life, professionally or personally.

Holiday activities may include eating, drinking, shopping, and wrapping. They wreck our diets and our wallets. However, the tradition of sharing stories, of giving and receiving is perhaps the tradition that the Wise Coach will include all year long.

Sherry Greenleaf

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Seeds of Success:

"The best and most beautiful things in the world cannot be seen, nor touched ... but are felt in the heart."

- Helen Keller, author and lecturer

"To serve is beautiful, but only if it is done with joy and a whole heart."

~Pearl S. Buck