

Linda Orchard

From: "Linda Orchard" <linda@safetynet4u.co.uk>
To: <contactlinda@talktalk.net>
Sent: 01 July 2008 12:30
Subject: 'P' & 'Q' are for PROBLEMS AND QUESTIONS - Find out which questions will solve your problems



Reach for the Stars

Your 'change for the better' newsletter from Safety Net Development

PERSONAL SUCCESS FOR PROFESSIONAL PEOPLE

In This Issue

[Quote of the Month](#)

[Readers' Secrets to Success](#)

['P&Q' is for Perceived Problems & Perceptive Questions to solve them](#)

[New Strategy for Better Time Management](#)

Issue: 19

Reading time approximately 4 minutes

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Quick Links

[Newsletter Archive](#)
[More On Us](#)

Dear Friend,

Welcome to a packed issue this month, extra full as this is the July and August issue rolled into one. (Next issue out in September).

We're looking at how problems sometimes aren't quite as bad as they seem, together with a great time management tip and some thought provoking quotes to ponder over the summer.

Readers' tips have started so do get yours to me over the summer and get your firm's or favourite charity's website published in the newsletter in the Autumn. I will publish all the ones I receive. No catch, just my way of saying thank you to you for continuing to read Reach for the Stars.

Quotes of the Month



'P and Q' are for



2 this month ...

"It is better to light a candle than to curse the darkness."

Chinese proverb

"Feeling gratitude and not expressing it is like wrapping a present and not giving it."

Henry David Thoreau

If you follow the first one, you'll stop moaning about what's wrong and take action to change it. Following the second will mean showing people what a genuinely nice person you are. There's no point in thinking about phoning someone to catch up or say thank you, if you never actually get round to it and they never know you thought about them.

**Keep sending
in your favourite
secrets to
success**

PERCEIVED PROBLEMS AND PERCEPTIVE QUESTIONS TO SOLVE THEM

You can always do (on *some* level) what you say you can't.

Remember - in order to even make the sentence describing what you "can't" do, you're having to imagine doing it. And when you can visualise it, you're half-way there.

For example:

I can't stop smoking - Typically, people who say this (especially in seminar rooms) aren't actually smoking at the time they say it. They have stopped smoking, at least for the time they're in the session.

I can't ride a bicycle - The person who says this often later reveals that they can ride a bicycle, but usually fall off within 20 or 30 feet.

I can't sing - The last person who told me this subsequently revealed that she sang every day in the shower.

I can't speak to a group - Frequently admitted in front of a group at training sessions!

You can always do, to some extent at least, what you say you can't. However...

People perceive a belief as "limiting" when it blocks them from achieving an outcome or moving in a direction that's important for them. Often, the person's focus has shifted from what they want (their outcome) to the belief itself. It's almost as though they've lost sight of what they want; like the belief is "standing between" them and their goal.

Client: "I can't speak in public. I don't have self-confidence."

Coach: How is this a problem?

Client: "Because I want to get a promotion, but it will mean I have to do presentations from time to time."

This 'how' question starts to bring what's important back into focus. So, with relation to some limiting

Thank you to Wendy Markel, Relationship Manager at Lloyds Bank who believes in the mantra:

*"If not now, when?
If not you, who?"*

This is all about taking responsibility for yourself and making a difference which fits in brilliantly with the charity she would like to bring to our attention this month. She says:

[World Vision UK](http://www.worldvision.org.uk) campaigns for the rights of the worlds poorest, most disadvantaged and most often forgotten children. You and I can help make a difference in a supportive and rewarding way by befriending a child through sponsorship. You can read more about their work at www.worldvision.org.uk

Send in your favourite quote, saying or idea for success, together with your name and a website address for your company or the charity whose profile you'd like to raise, and I will put it in the newsletter together with the link so that all readers can find out more if they'd like to.

Send to:
linda@safetynet4u.co.uk
and get YOUR link published next month.

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belief, ask yourself "How specifically is this a problem?" And what goal or larger purpose has it been preventing you from making progress with until now? Remember you'll gain much more clarity by asking 'How?' and 'What?' questions than 'Why?' questions. (More of this in a later issue)

When you are clear on your answer, go on to ask yourself "What are some of the examples of me actually having been able to do what I've said I can't?" Write these down. You'll be surprised at what you find you are already doing. If you have done it in any shape or form in the past, no matter how well or badly AND survived, then it is no longer true that you can't.

Once you really start to understand that people can always do what they say they can't (even you!) it opens up all kinds of possibilities.

Adapted from Jamie Smart - www.saladltd.co.uk

New strategy for better time management

1. Starting tomorrow, begin each day with at least 5 minutes of work on something which you really want to do but know doesn't *have* to be done today. As you get more comfortable with this idea, extend the time to 15 minutes, then 30 minutes or more.
2. Create a "frontlog". Everyone knows about backlogs, but a frontlog is simply a list of all those things which you know will be on your to-do list later in the week, month or year but wouldn't otherwise make the list now. When you find yourself with free time you want to spend moving things forward, you can begin clearing your frontlog instead of filling that time with busy work or idle surfing.

Have fun, learn heaps, and contemplate this quote from Alan Cohen:

"On the day you die, you will have unanswered e-mail in your inbox."

This comes from Michael Neill - www.geniuscatalyst.com

I love the final quote, don't you? We could all do with bearing this in mind these days.

 **Forward this issue**
to a Friend



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Personal Success for Professional People**

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***No issue in August so we'll be back on
Tuesday 2nd September - Have a great
summer!***

Linda

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