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We are pleased to introduce the sixth issue of intoAction's *Exploring New Pathways*. The concept behind this newsletter is an invitation for you to explore new ways of thinking, new perspectives, and new behaviors. The themes we have selected are commonly addressed topics in coaching. We have chosen them carefully and are eager to share them with you, in the hopes you will find them both thought-provoking and valuable.

We have also created a blog where we can further discuss these topics
<http://intoaction-coaching.blogspot.com>

Warmly,

Céline Brillet

into  action

Exploring New Pathways

issue 6

3 February 2009

The possibilities are numerous once we decide to act and not react - *George Bernard Shaw*

Is it time to act?

Create possibilities

Have you ever noticed that a lot of the conversations that we have on a daily basis revolve around what is wrong? These are the conversations had in the cafeteria or around the coffee machine, that usually generate a lot of enthusiasm because everyone has something to say or complain about regarding that topic. I am sure we have all recently heard (or shared our two cents) in discussions about the status of the economy, the aggressive targets set by management, bad bosses, low office morale, high pressure, unclear strategy, unfair dismissals, nebulous role definitions, arbitrary promotions, lack of time, slow decisionmaking, etc.

These types of conversations occur because as the saying goes, "Misery loves company." We are so thrilled to find out that we are not alone, that those who are in the same situation can also feel our pain - somehow this brings additional validity to our beliefs. It is almost as if the shared agreement around a topic gives us the legitimacy to continue complaining about it, and helps us to live with the status quo situation. If this continues to be fueled, it can even become a regular pastime.

What are we really getting out of these discussions? How is agreeing that we all work in a very high pressure environment going to fix and change the situation?

This form of venting may help us feel better in the very short term, but it will not solve the problem in the long-term. What if instead, we started thinking about the possibilities around that situation and identified what needs to happen to start changing it?

My invitation is:

1. Identify the conversations that focus only on what is wrong.
2. Put a stop to one of these discussions and be the one to raise the standard by trying to identify what needs to change.
3. Foster an environment of possibilities by asking questions about preferred outcome, change in approach, possible roles/ responsibilities, support to bring about the change, etc.

PLEASE JOIN US AT [HTTP://INTOACTION-COACHING.BLOGSPOT.COM](http://intoaction-coaching.blogspot.com) IF YOU WOULD LIKE TO FURTHER DISCUSS THIS TOPIC.

Top 8 reasons to partner up with a coach

1. You want to make yourself a priority.
2. You feel stuck.
3. You want to build on your strengths.
4. You want to reach your goals more effortlessly.
5. You need a neutral sounding board to bounce ideas off.
6. You are facing a stretch challenge.
7. You have an important decision to make.
8. You are ready to move to the next level.

Leaders making a difference in times of crises

Mr. Charles Manby, Managing Director at Goldman Sachs, has used this time of crisis both to focus on his team and to identify new areas of business focus; for instance, the opportunity to explore the potential of new geographical markets that his team had not had the time to analyze before. As such, this has kept the members of his team concentrated on potential revenue-generating activities in a time of considerable slowdown.

intoAction helps Executives and Entrepreneurs achieve their desired results through individual and team coaching, as well as through workshops devoted to developing leadership skills, managing change successfully, and enhancing team effectiveness.
<http://www.intoaction.eu/>



Céline Brillet, ACC

Founder of intoAction
Coach for Executives and Entrepreneurs

**GET A STRONG START IN 2009 WITH 2 FREE
COACHING SESSIONS. ONLY 6 SLOTS LEFT,
SO SIGN UP FAST!**

Offer Expires: 15 February 2009

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