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## The Examined Life -- Time for a Change -- Edition 23, February, 2007

A free, electronic newsletter brought to you by:

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### In This Issue:

- Time for a Change
- Personal Update
- Coming Events -- including Musica Nova and the First Annual Coaching Fair!

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### Time for a Change

Goals, Intentions, Resolutions, Visions, and Planning. What do all of these have in common? They make it possible for you to achieve what you want.

#### Observe Yourself

The first time I remember writing clear and effective goals was in a parking lot. I arrived early for an orchestra rehearsal and I'd just listened to Denis Waitley's The Psychology of Winning and was inspired to action. I quickly wrote out 50 goals as instructed and later prioritized them into short and long term goals, set timeframes and selected a few to start working on.

This simple process led to remarkable results including starting my first business and doubling my income. Over time I incorporated a variety of tools and methods that work well for me. I continue to learn more about what motivates me and what gets in my way and make adjustments.

Think about the times you've accomplished important goals? What made it possible for you? Are you continuing to use those methods now?

#### Is It Time for a Change?

However, some changes are more difficult than others. Six years ago, I added "Develop More Work/Life Balance" to my New Year's Resolutions -- again! It had been on my list for several years in a row and I hadn't made much progress. I needed help so I hired a coach and it worked -- and led to a new career!

Do you have a stubborn goal? What can you do about it?

#### First, Decide

It's your choice. Do you want to make the change? Or do you want to stay the same and deal with the consequences?

Depending on the goal you might decide to let it go. Accept yourself the way you are. Acknowledge that it's just not enough of a priority right now.

On the other hand, perhaps things have changed and it is now even more of a priority than before.

### **Do Something Different**

If you decide the goal is a priority, it doesn't make sense to keep trying the same exact process. Einstein defined insanity as "doing the same thing over and over again and expecting different results."

Don't go it alone. Get the help you need.

- Enroll in a class or teleclass or regularly read a book on the subject. This can provide ideas and focus. The downside is that no one is going to follow up with you if you slack off and stop attending or reading.
- Get a buddy, or several, with the same goal and work together. Many people find that making a commitment with someone else makes the difference.
- Get professional help. Depending on the goal that might be a coach, a personal trainer, an organizer or some other professional. Hiring someone will cause you to set aside time on a regular basis to accomplish the goal. The professional will bring a new perspective, ideas and tools to the process.

As you celebrate the close of 2006 and the start of 2007, give thanks for the good things and mourn the losses. Picture yourself crossing the threshold into the New Year. Acknowledge your strengths, values and spirit. Accept yourself as you are and choose to work on your priorities in a new way.

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### **Personal Update**

I've just returned from a trip to Hong Kong -- a nice combination of family time, tourist sight-seeing and professional development. My husband George joined me for the first week of the trip and we visited with my son Chris and his girlfriend Alaina. It's great to visit a place and be shown around by someone who is actually living there.

My main reason for the trip was to attend a Leadership Development Workshop. The instructor was from North Carolina and I met her at the Amplifying Your Effectiveness conference in Phoenix ([ayeconference.com](http://ayeconference.com)) in November and really benefited from her Satir Coaching presentations. The Hong Kong workshop was a great program made even more interesting because everything was translated into Cantonese as the class progressed and sometimes Mandarin or English, as needed.

During the past two months I had the opportunity to explore the teachings and models of Virginia Satir. Satir was an influential family therapist and teacher who made enormous contributions to her field. One of her models is called the Interaction Model and I enjoyed seeing it demonstrated both at the AYE conference and a longer exploration in Hong Kong.

An enactment of this model involves sixteen people – two people having a conversation, say Mary and Joe, and 7 individuals each representing what goes on inside their heads between when they hear a message and when they respond. These include what the Joe actually saw and heard, with no interpretation; what it meant to

meant to him; how he felt about what was said, how he felt about his feeling and so on down the line until he replies and the chain begins for Mary. It is really striking to see this and realize how busy our minds are during our interactions.

I've posted a longer article with some details about Hong Kong on the newsletter page of <http://exnerassociates.com/newsletter.htm>

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## Coming Events

### ***Musica Nova Orchestra Concert***

Entartete Musik concert- music that was suppressed by the Nazi regime

Dates: Sunday 4/29/07

Location: Scottsdale Center for the Arts

Phone: 480 997.2787

Time: 3 pm AZ Time

Tickets: \$25; \$20 Student/Senior

[www.musicanovaaz.org](http://www.musicanovaaz.org)

(I play bass in the orchestra)

### ***The Art of Possibility Virtual Book Discussion***

(book by Benjamin & Rosamund Zander at [amazon.com](http://amazon.com) @\$10)

Dates: Wednesdays beg 2/28, every week for 4 sessions

Time: 4:30-5:30 pm AZ Time/MST;

6:30-7:30 pm EST

Fee: \$100; Early bird price \$85 if you register by 2/1

Where: by phone

This book helps you examine your assumptions and explore new practices for bringing possibilities to life. Zander uses his experience as conductor of the Boston Philharmonic and his talent as a teacher and communicator with Rosamund Stone Zander's genius for creating innovative paradigms for personal and professional fulfillment. The chapters include Giving an A, Leading from Any Chair and the infamous Rule Number 6. You won't want to miss it!

To sign up, please use this [online form](#), or contact me via email: [info@exnerassociates.com](mailto:info@exnerassociates.com) or phone: 602-298-1129

### **Free session by phone: Now What: 90 Days to a New Life Direction**

Monday 3/12 6:30-7:30 pm AZ Time/MST; 8:30-9:30 pm EST

See what the Now What program can do for you -- either in individual or group coaching.

Now What coaching can help you get clear about what's next in your life, especially if you are:

- Re-entering the work world or seeking more satisfying work
- Considering your options after a major life transition
- Looking for fulfillment and meaning
- Wanting to discover what's next for you

The work between calls involves reading a chapter from the Now What book and completing exercises designed to uncover limiting beliefs, wisdom from your past and direction for your future. The individual coaching calls will help you to personalize the information and create your action plan.

Print and take the [Now What Quiz](#) to see which sections of this book/program can help you.

Ready to take a big step towards a more satisfying life and work?

For more information contact me via email: [info@exnerassociates.com](mailto:info@exnerassociates.com) or phone: 602-298-1129

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Many of my clients come to me because they want to increase their satisfaction with their work - they want to transition to a different career, their job has ended and they need to find new work, they want to start their own business, they want their current business to stop running their entire lives or they may be in a life transition that has them thinking about what's next (i.e., the kids have grown, they want to partially retire, etc).

If you are ready to make changes in your business and personal life or know someone who is, I'm looking for you. I work primarily with people in career transition and with self-directed individuals and business owners who want to maximize their effectiveness and satisfaction at work while maintaining a healthy life/work balance. Curious? Email me at [DEXner@ExnerAssociates.com](mailto:DEXner@ExnerAssociates.com) or call 602-298-1129 to schedule a complimentary 45-minute coaching session.

If you are enjoying this newsletter, please forward it to your friends and colleagues! Or direct them to the subscription form and past issues at <http://exnerassociates.com/newsletter.htm>

Thanks,

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Men stumble over the truth from time to time, but most pick themselves up and hurry off as if nothing happened.

— Winston Churchill

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