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Introduction:

Get off the couch, get moving, do something different, and you will feel better! Honestly, it's so comfortable to stay as we are, yet so uncomfortable when life and business no longer bring the joie de vivre or satisfaction you desire and deserve. The chapters in this book are based on an integrated approach to changing the status quo so that you can apply something that makes sense for you, your life, and business. The seven steps are sequential yet succinct enough that you can readily apply strategies in one chapter to initiate change.

The inspiration for this book came from a teleseminar I created and hosted based on some of the common issues people face when they realize their existing state of affairs are no longer serving them well. For those who have explored their own personal development, many of the concepts outlined are not new; however, my intention is to bring some perspective and manageable steps for you to actually take action where it is most needed in your life and business.

Through my own personal observation and experience and that of others, I can honestly say most people are motivated by pain not gain. So it is my hope to flip the drivers for change, so that your choices and actions are sustainable by positive motivation and positive gains.

So let's stand at the edge of change together and allow me to offer up a hang-glider so you can soar and move gracefully with ease, vision and purpose.

Susan



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A note about this book:

This book is intended to be a quick read, one that is concise and practical; therefore, I suggest having a notebook handy to jot down whatever comes to your mind, as well as your response to the questions and brief exercises (look for "Action" in bold), found within each chapter. The very act of writing and working through each chapter will create a shift in your awareness and thinking. It would be my greatest pleasure to know that a seed was planted and it grew from ideas expressed in this book. Now sit back, read and may you be inspired.

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Step One: What prevents us from making a change

"The key to change...is to let go of fear." Rosanne Cash

Why are we so unable to change even when we want to? Simply because we are creatures of habit. We enjoy a certain amount of predictability and routine in our lives; providing an illusion of control or at very best, security. We seek comfort; similarly, our physical bodies seek homeostasis. Even though our physiology allows our physical body to sustain a level of external change, when there is too much change occurring over a long duration of time, we eventually experience stress, burnout, or crisis. This experience will force us to change; however, what do we do when life and business is just trickling along yet deep down an underlying need is not being met? Possibly, you don't feel on top of your game or even in it! Maybe you are noticing a disconnection with life or your business? The good news: we have a greater mental and emotional capacity to change and this doesn't necessarily equate to a balanced state, but rather one that compels you to move forward.

There is an expression 'why fix it, if it ain't broke' and this is somewhat true as you may not be broken; yet, you feel less than satisfied and possibly bored. So, if an area in your life is less than satisfying, stagnant, or boring, stop and ask yourself, 'what is it that I want?' Questions can bubble up, the fear of the things we don't want to face, creating discomfort and potentially more fear. However, by exploring what it is you want, there is an unravelling of sorts that enables you to loosen the grip of fear. **Action:** Take ten minutes now and answer these questions: 1) Are you ready to change your life and/or business? 2) What is it that you want?

Fear can generate excitement or to a less productive experience of distress or anxiety. Fear can pull us back to our safe place, our comfort zone. Fear is the unknown. I love what David Neagle (yourauthenticmessage.com) has to say about fear and doubt, on a live call (YourAuthenticMessageCall2transcript.pdf, January 21, 2009), he stated, "when the doubt comes up, you've got to take it out. You cannot permit yourself to dwell on the doubt. It is the seed of all failure...you fail when you quit." So I suggest, disperse all those doubt 'seeds' so far away that they lose any connection to the ground in which you stand.



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Fear can be disabling so that you are no longer a contender in a healthy jostle with life, business or your environment. But, it's important not to give up in the face of fear, but rather stock up on your resourcefulness. Before we stock up, it's worthwhile to check in with your readiness meter. Sometimes you are not quite ready, the excuses are not excuses, they are legitimate or valid. This requires objectivity and compassion. Depending on what is going on in your life and business, you may or may not have enough energy to make any changes or navigate through new territory. In step four, I share some tips and strategies to build your reserves and boost your resourcefulness. For now, assess the complexity of your world and the factors that appear to 'unleash' you. Be real and expose those complexities; again, it will only make things clearer. **Action:** List all your excuses or complicating factors.

Another way in which you may disarm yourself is by moving to the 'how' too quickly. This can create 'analysis paralysis' or you may start feeling defeated by the multitude of details to manage that are necessary to create a change. Stop right now and stay with this question: 'what is possible for you?' This is the antidote so you don't get discouraged or lost by the details and allows you to hold a bigger picture for the now. The word 'possibility' or staying in a place of possibility, holds inspiration and hope.

Be aware of how you view change. Is your perspective of change rooted in loss or gain? Often we think too much about what we have to give up rather than gain. For example, you might have to give up some social activities to make time for a special project that requires your full attention, or you may need to give up that yummy bag of chips or delightful glass of wine to lose those extra five pounds and have the energy needed to become fit and healthy. The choice is there for you to make and I encourage you to take a choice of positive gain or reward.

Last and honestly, you may not know what to change. There are many competing factors in life or business. It's worthwhile to consider the complexity in which you live and assess what might be a positive entry point for change. This requires a bit of objectivity and time to consider – more about this in step two.



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Step Two: Rise above fear and take the first step toward your desired change

What is your entry point for change? Imagine your life as a great wheel rolling along, over a few pebbles, and finding a destination. Reality is, the wheel collects dirt, debris, and may go out of alignment every so often. So life may either come to a temporary pause, drudge along with greater resistance, or continue on a misaligned path. So imagine you're the hub and one spoke feels loose or misaligned. Can you identify what that spoke represents? It may be a significant relationship, your work, your health, your finances...areas in your life no longer aligned or connected. If you pull off to the side of the road and bring that aspect of your life back into alignment than chances are you run a better course and move forward with less resistance.

It is my experience that people come to coaching when life feels off-course or lacking the lustre it once had. People that I've worked with often show up unable to rise above the fear because they have already begun giving up on their business, ideas and plans. What they do discover, through coaching, is a way back to their passion or whatever is most compelling for them at the time. They begin to realign and take time to clear the drudge and strengthen the areas that create movement or progression.

Recognize what areas in your life are creating the most satisfaction and those that are not. Choose an area to adjust that can possibly make the greatest level of positive change or impact. For example, you want to have positive and deeper relationships in your life. Ask yourself, what is required for this change to happen? Possibly a few things like: communication, attitude/mindset, contribution and trust. So identify what it is you are willing to learn, develop and do something about. Say in this example you focus on communication – this is the point to become more specific, cast light on it and break it down into sizable chunks of insight and action. You might begin by taking note of how you listen, when you speak, and relate to others, only to discover that you interrupt, don't speak up when hurt, and disconnect when it happens. Through this gradual process, fear can be taken over by identifying something more meaningful and manageable to adjust. It is also a way to highlight what pains us and to dig a little deeper into the meaning behind the change. Quite often the meaning lends real value and brings forth positive inspiration to change.



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Inspiration precipitates change. Personally, I often experience nature as a great precipitant of change. The large gusts of wind indicate a shift in weather patterns, similar to a great thrust of a wheel; movement and momentum takes hold. Inspiration happens within us and through us. Often it's worth it to bring yourself closer to your source of inspiration or simply associate yourself with it where ever it may exist (i.e., a group of gifted people, a magnificent mountain range, wanderlust forest, a collection of poetry or art). Find your source of inspiration and connect with it consistently.

"You can't shake hands with a clenched fist." Indira Gandhi

To rise above fear it is essential to have a mindset of openness. When you are closed, you are limited in your view and capacity to move away and beyond the things, people or ideas that hold you captive. In order to be open and access its invitation you need to dare with a little vulnerability. So you expose a little of yourself, but do so incrementally and ask for the appropriate amount of support, feedback, or whatever it is that you need.

Openness also comes from a willingness to receive. Often we do-do-do or give-give-give without any acceptance or willingness to receive. An easy way to notice this within yourself is to recall the last time someone gave you a compliment. Did you accept it with thanks or mutter something to deflect it's full value? This brings me to the significance of trust. Trust that a compliment is authentic and that you deserve it! Credit yourself and the process you are about to embark upon or are already in. The opposite of fear is trust. Trust grows and the process of change must be nurtured by it. Sometimes you may need an external support, like a coach or trusted advisor, to gently guide you through the rough patches and momentary ego mudslides. The additional advantage of having a helping hand as you take your first step is knowing you are not alone. When you trip (and chances are that you will), that guide, confidant, whomever it is, will support you in getting back up on your feet again to take another step toward your desired change.



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Step Three: Write goals that bring action and progress

The lovely thing about goals are that they are created by you, for you, and are uniquely your own. When they are not characteristic of those elements, they will lack the underlying motivation and key elements to create successful progression. The other lovely thing about goals - they are an act of declaration and the skill to create, state, or write goals can be taught and learned.

Writing goals is a skill that surprisingly, many people avoid. It's as if you forced your hand to declare something you want and feel shaken by its visibility on the page. I encourage and teach people to write goals. As we are aware, most businesses have stated goals and yet when it gets personal there's something awkward about it. I've come to believe it's the resistance to change that the process of writing or stating goals holds evidence to. When we write or state a goal, choice and action are implied.

Some of the goals that I have supported people with are broad: To find my path, to create balance in my life, to find a new career, to manage stress and time, to get focused, to complete my degree, to get healthy; yet we don't have to necessarily distill down to specifics to see there is a choice and action starting to form.

Any talk or discussion of goals is often associated with performance as many goals are based in the achievement of something (that can be seen in the external world). We know that great leaders and athletes establish clear goals and often achieve great things. Possibly, this reflects a fear on our part about living up to this mirrored success. We may deeply fear success or envy it and by somehow participating in writing goals we feel like a fraud - who am I to think I can achieve this?

To re-frame, I suggest considering goals as the barometers of progress and totems of possibility and commemoration. Goals may weave a story of someone's journey marked by time and duration. Some goals take longer to nurture, build and manifest; while others simply roll out relative to each change we intend to make. Many goals are for our personal learning and development.

Simply, goals can be short term and long term. A common tip for writing goals is the use of the acronym SMART: Specific, Measurable, Achievable,



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Realistic and Timely. From the general goals shared above, we can see that each can be clarified further into manageable steps. Generally, short term goals are required for monthly to yearly plans; while long term goals forecast action beyond a year's time. **Action:** Take some time now to write 4 goals, considering some immediate changes you wish to experience and those that may manifest in later years.

The intent of this chapter, is not meant to 'teach' about how to write goals or what your goal can be, but rather to suggest that **the intent behind a goal or the outcome of your goals ought to be inspiring enough to override your fear**. For example, what if you declared a goal of becoming the top person in your field, creating a energizing and prosperous business partnership, creating a new way to live, or sharing your message with the world? How powerful are these goals? In other words, does the possibility of the outcome you see calm and discredit your fear? The possibility that arises in achieving or experiencing a positive change or outcome will naturally infuse your passion, energy and commitment.

Goals that are created by a desire to create, grow and develop have the energy or intent behind them, and therefore, give life to your chosen or desired action or change. It's worthwhile to reflect on some of the most notable people in history or those currently in your life; by doing so you'll notice a purpose behind their actions and the level of impact or change they brought forth. Many of these people had (have) dreams and clearly expressed goals to make them reality.

Step Four: Strategies that will make a difference

There are many strategies to address performance, productivity and learning. There are also formal change management strategies used within organizations that affect people and systems. All may be effective in some manner and yet we don't necessarily buy into an externalized system or process for change. What we in fact do, is tap into our own internal mechanism for change. We are highly integrated systems with various parts competing or collaborating to enhance our functioning and performance. Somehow, we deny this and try to superimpose an external structure or set of strategies that don't necessarily fit with who we are and our lifestyles.



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Here, I get personal and speak to an approach that includes the mind, body and spirit. This is a perspective not meant to be labelled 'new age' or any other for that matter, it's simply to suggest a framework of strategies based on an integrative approach to change concerning all aspects of who we are.

Let's begin from the perspective of the **thinking mind**. The mind is a very tricky thing as it can choose to focus on the path of least resistance or selectively hear what the ego wants. The mind is also the filtering system from how you view or engage with your world. For instance, it's not likely to see beyond our circumstances from a place where we focus on the discomfort (i.e., I don't have enough time, I don't have enough money, I don't have a choice, I just can't move anymore). The antidote, instead, is to try initially focusing on, or choosing, one or two things you can change quite effortlessly, without a high level of investment. The question here to ask is 'how can I make this easier?' By doing this, we lessen the internal resistance just enough to initiate some change.

After you have made a few relatively simple changes, then the process for vision can be entertained. By visioning, you allow yourself to play in your mind. You may come up with different scenarios, outcomes, ideas, and dream up the best possible picture of your life. Through the process of visioning you can tap into the possibility: toy with a new project idea, new business, a different career, a vacation, a dream home, whatever it is you desire. Visioning is a way forward and literally moves us beyond the confinement of logistics, the how, or self defined limits.

Often when I have invited people to do a visioning exercise, they are curious; yet, quietly questioning it's value or their own ability that they can (vision). What ensues can be quite surprising for the individual: some unspoken truth or wise suggestion, a heartfelt message, an observation, a concrete detail. Many are surprised by what they discover inside.

So how does one vision? A couple of ways: for starters sit quietly long enough to calm your mind and body. Given the busy nature of our minds, it may be helpful to listen to a guided script (have someone read one to you or listen to a pre-recorded script) that evokes your imagination. This is something you may need to revisit or simply just get comfortable trying. A more concrete way is to use images from a magazine or any media and post them on a large poster, within a book, where ever you can revisit it. Another approach is again to sit quietly, to discover a place in your mind to sit



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comfortably until your inner guide appears. This may take a little openness and patience on your part.

It takes a certain level of patience and practice to slow yourself down enough to really connect with, not only your mind, but also your body. **The body** is a reservoir of knowledge and can often predict when something said or experienced is right for you. The body can act as a barometer for stormy change and fair conditions. Given our busy lifestyles, we often don't fully connect with our bodies and the most immediate way is through our breath. A sigh is a release and relief, a short shallow breath may be a sign of increased stress or anxiety; whereas a full deep breath invites renewed energy and calm. Breathing deeply can bring you back to the centre of your being. It is much easier to understand this when we use the analogy of a newborn connecting to life. Possibly, why navel gazing is not such a bad thing!

"Trust only movement. Life happens at the level of events, not of words. Trust movement." Alfred Adler

The other aspect of body is its movement. We are moving at a cellular level, as well, functionally seen by the naked eye. As a strategy to move beyond that which is old, uncomfortable and no longer beneficial, we can access movement. This is exemplified by the benefits of walking and physical activity. As you walk your thoughts unfold, as you climb, push, run, and pull, we shift, change angles and expend energy; all movement requires change or an exchange of energy. While you are driving in cruise control the pace is comfortable and steady, yet to move out of it you need to shift gears or strategically change your position. The same holds true to achieve results in personal fitness: one must move with effort, power, and agility. When you move, something may become visible and apparent for you to benefit by. There is a potential gain and possible outcomes to acquire. If our bodies are a means to gauge our circumstances and elicit some desirable change, then our spirit is the source in directing or navigating the change.

Vision is creating, inspiration is breathing, motivation is listening. Motivation comes from a source of passion and desire. Positive action comes from a place of wisdom, responsibility, and care. To preserve our **spirit** and strength we have a personal responsibility to self and self care. It is difficult to move beyond the status quo when our time and energy is scattered. We lose our focus and direction. We may provide great care for others and yet,



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possibly lose sight of our own responsibility to self as well as our strength to persevere. Naturally, there are reciprocal gains in caring for others however, a caution for those of you attempting to make a major shift, creating momentum and desired change. We need to strategically preserve our energy in times of transition and great change. The well must be full. You do not need to look far to notice how you care for yourself and limit your growth and success. Before you go about any change, fill up your own well so that it can be replenished by those you choose to connect and exchange energy with.

"We are not human beings on a spiritual journey. We are spiritual beings on a human journey." Stephen Covey

You can begin with simple self care strategies: primarily, it's helpful to access your inner guide or source, whatever provides a sense of direction or faith. How does one do this? Be consciously mindful, breathe, and listen quietly through mediation, prayer, or private reflection. There are many resources to help you in your process of connecting to spirit – teachers, books and courses on meditation and prayer. Yet, it may be more prudent to simply disengage from external distractions and momentarily be present and aware. In spirit, you are not necessarily going backwards or forwards, you are staying exactly where you are, until the truth emerges. This will guide you on the next step toward change.

Action: Identify one or two strategies you can implement for:

- 1) Mind - notice when I'm in judgment and ask, 'what can I learn from this?'
- 2) Body - be mindful of my breathing and use when feeling uncertain.
- 3) Spirit - start each day with a five minute meditation.

Step 5: Stay on track

At this point, you have come face to face with your fears, embraced a level of uncertainty that does not preclude taking action, and/or forecasting some desired state or result. There is purpose and meaning behind your intent, there are numerous strategies in which you can use. Now you are on track with clarity and direction moving steadily toward your vision.

Being on track, however, comes with the occasional side track or crossing. The side tracks can either align with your path or take you, your business,



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off in another direction, possibly tempting. The lure is often precipitated by doubt resurfacing, a quick buck, or a powerful influence. For example, some people I've worked with have taken a quick job offer to help them in the transition (realistic maybe) but then end up not giving adequate time and energy to their own business or work activities. Others have not managed to say 'no' to the things that are distracting. Your side track can come at someones gain, or result in a quick change to only find yourself dissatisfied and re-routed with little direction.

The crossings may be the people, obstacles, the flash of light, that momentarily curtails forward action, all potentially helpful but not appearing so at first. The side tracks and crossings will inevitably appear in transition as your own resistance rises or those around you potentially resist the change. Ever notice when you are in the midst of change or doing something good for your self i.e. eating healthy and exercising or setting boundaries around your time and effort, that the things you are trying to avoid show up i.e. people offering sweets and unhealthy choices, and managers, colleagues, or family demanding more of you? These are there to simply test your resolve. You are, in fact, being challenged and take this as a positive sign that you are on track. **Action:** Respond to all three questions: 1) Identify when you get side tracked or crossed? 2) What pulls you away from your direction? 3) Who influences you positively and negatively?

Great change always involves a little kicking and screaming and it's necessary for the conscious adult mind to quell the fears, provide reassurance, and some compassion. If you are leading a group or team through change expect to parent them with open ears and a generous heart. The alternative is not productive nor pleasant.

Staying on track is a critical step in overcoming the *status quo* to implementing action for positive change. Now is the time to commit to something bigger than you can imagine at the time actually doing, achieving, or being. **Action:** Revisit your vision. It's building the track, moving through the landscape – it's not instant change – it's more sustaining and abundant. There may be the odd tactical maneuver required to stay on track; but overall, the commitment is the power of your engine. You cannot permit sabotage in any shape or form. You must go forward and execute your plans in collaboration and wholeheartedness. This is how not to derail.



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Step 6: Create habits that help and support positive change

"Seek freedom and become captive of your desires, seek discipline and find your liberty" Frank Herbert

Disciplined action and growth promoting habits create a new structure and rhythm. The act of doing integrates every aspect of you, so that you cannot help but change, move and learn. We learn that self discipline actually manifests the results and progress we wish to see. We find the freedom to move forward. The expressed desire is recognizable in our actions and often by others. We are then reinforced and rewarded in concert with our psychological and social needs. Take for example, an artist. By having the self-discipline to practice their craft every day, they hone their skill and may eventually become a 'master' in their craft or field. By doing so, they share and express their talent among many and in turn are both internally and externally rewarded.

Finding a rhythm or flow to our activities enhances the composition we seek to express. Rhythm is a repeated pattern of movement and sound. Indeed self-forming habits are repeated patterns that intensify as one becomes invested in the expression of their desire. Some of the individuals I have worked with, have taken up the habit of saying "yes" to any opportunity that allows them to practice something they were once fearful of (i.e., presenting, writing, expressing 'real' feelings, exercising) by recognizing it as a valuable skill to have in their life. As you continually build resolve and engage with the new and uncomfortable, it's likely that a tense moment will arise that is best released through sound and movement. So go ahead, let out a eureka or a sigh; a release of the old inviting the new. A newly crafted rhythm is a concert of habits, actions, people, ideas, orchestrating together to elicit a recognizable change.

When the habits or daily practices fall within a structure, something internally shifts and you don't even question what you are going to do or take action on. You are steadily building commitment and you 'just do it!' You are also coming from a place of choice, willingness, and awareness.

Action: Ask yourself - Who am I choosing 'to be' and what am I choosing 'to do' for today? The urge 'to do' whatever it is that is needed to forward action



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and progressively reach your aim, will call out and be noticed within you. There is a yearning to stop with whatever is potentially distracting, so you can be invested in something of greater value, meaning, and return on your investment.

By establishing daily practices and structuring these throughout the course of the day, we set up natural boundaries without often having to say anything at all. We are constantly in relationship to our immediate surroundings, our people, our environment; therefore, it is crucial and healthy to our process of change to have these boundaries clear (apparent in our action, expression and availability). Interestingly, rather than opposition, you may experience support, understanding and admiration. It is often the case that we admire someone for their 'stick-to-it-ness' and fortitude.

Action: What daily practice will help you achieve long-term success?

"Everyday do something that will inch you closer to a better tomorrow"

Doug Firebaugh

Step Seven: Consistently build confidence and trust.

Moving beyond the status quo does require a fair bit of trial and error. We may take on some calculated risks just so we can flex our muscles and stay alert to our growing capacity. At this stage it can be helpful to be of a childlike mind. Get curious, explore, experiment. For example, at some point, every child wants to pick up a cup of milk and then drink from it. The first grasp is exciting, a glimmer of glee to hold something and be independent. Next is to coordinate the intention of drinking with physical accuracy, as the cup travels towards the mouth, finding the right angle to funnel the milk, and nonetheless it flows down the chin and somewhat surprisingly on the floor. Yet, the child will attempt to do it all over again, despite the awkwardness, messiness, and less than satisfactory result. For a child, it's the process of building confidence in his or her actions and experience. Children can remind us of the perseverance to repeat something or try again until we get it right.

To shake things up, to learn, it's necessary to embrace a willingness to make mistakes; this lessons the anxiety and opens our capacity to know and trust ourselves. Personally, professionally, and in business, mistakes can be costly, that is why we must apprentice our own skills and their application



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and those of others. It is important to position yourself or people (i.e., employees) wisely so you can be afforded the opportunity to master your skills and grow in capacity without undue threats to costs and safety. The reward in this foresight and planning can be demonstrated in creative, innovative, and profitable outcomes.

In managing areas of personal or professional change, you may just want to keep a secret for a while. In other words, who really needs to know what it is you are attempting to be or do? I mention this because the process of building personal trust and confidence requires sensitivity, timing, and a few rehearsals without the fanfare. The person who needs to know is you! Often on a moment to moment notice, gradually implementing your next move. You need to be aware of the steps you are taking and by casting a crew in production, you could potentially derail every inspiring intention. Say for example, you plan to host an event - a dinner party. It's going to get you out of your social rut, re-invite friends back into your life. Your secret: you are really fearful of the outcome, perceive yourself as a 'lousy' cook and socially shy. But, you are going to do it anyway because you need to prove to yourself you can do this, as another step toward dismantling fear and becoming confident in your capabilities. So you go ahead, plan, host, and everyone at the end tells you it was a fabulous dinner. Meanwhile, none of your guests knew what you went through to make it happen. The point is, you did and you had a plan to do it that built confidence and trust for the next challenge.

Keep doing mini applications, small tasks and actions that add to your results, over and over again, practicing the skills necessary to achieve what is your desire. It's like learning to play the piano or a piece of music; at first, you are banging out on the keys, sounding horrible and gradually it gets easier, smoother, and has more rhythm. It sounds fantastic when you've practiced, so much so, you are ready for an audience! (well, maybe a small one).

The final comment I wish to make about building trust and confidence, is the worthy consideration of going to the 'worst case scenario'. It's helpful to consider what this could be for any new change or transition one is preparing for. For instance, say you are planning to take your creative hobby (poetry writing) to the next level - presenting your poetry in public. You decide on the format, a live poetry event, as the next logical step after sharing some work among selected audiences of family and friends. In



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preparation, you go face to face with your worst case scenario; that being, forgetting every line while on stage at a public poetry reading event. Worst thing that happens? You walk off the stage with some minor embarrassment and chalk it up to experience. Now that you've gone there, you navigate yourself so this is less than likely to happen, creating strategies to deal with on stage jitters and any number of things that can possibly come up. Granted some things are unexpected; however, if you learn to manage things you can potentially foresee, then you can draw a clear distinction of what you will take responsibility for or emotionally contain and what you will not.

Similar to our experience of watching great performers or leaders in action, we do not see the hours of preparation and practice, just the dazzling presentation. Before any one performer enters the stage, confidence in his or her ability has endured many of hours of critical feedback and hours of rehearsal. The trust in self shows up as beautifully executed expression and brilliance.

In moving beyond the status quo, it is helpful to become an observer of your own process. Being aware of your choices, actions, and reflective of those, can aid in your trust. You are more confident as each decision is acted upon. This is the art of noticing. To practice this art, I offer this exercise: write down every single reason you can't change. Review your reasons, some may be bunk, silly, or some you can work with. Then go on and ask yourself, 'What am I gaining by not changing?' Hint here: negative reinforcement, pain, discomfort and procrastination. The difference between staying the same and transformation may just begin by noticing the daily irritations and grievances, and trusting your inner voice that says, 'Enough! It's time to make a move.'

"Trust that still, small voice that says, 'This might work and I'll try it.'"

Diane Mariechild

Now you are here...

Are you off the couch yet? Or at least uncomfortable enough to move? If the answer is yes or you feel some discomfort in your current state, here are the steps to consider:



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- 1) Understand what prevents you from making a change
- 2) Rise above fear and take the first step toward desired change
- 3) Write goals that bring action and progress
- 4) Implement strategies that will make a difference
- 5) Stay on track
- 6) Create habits that help and support positive change
- 7) Consistently build confidence and trust

Which step will you choose to stand on?

The seven steps presented are simply ideas and can only be brought to life through expression and action. It's not easy navigating through unfamiliar terrain or even deciding what it is that can be changed to create a better scenario for your life and business. However, you can make a start and I will prompt you by asking: how much more time are you willing to stay the same? Alternatively, for business: What is the cost for staying the same? Depending on your level of urgency or pain, the answer will vary; however, I can attest to this: when you start taking one step and then another, you will feel more enthusiasm about who you are, your business and what you are creating. Confidence inspires more action and creates more opportunity. If it's not confidence that eludes you, then possibly it is a lack of vision or clarity. Whatever the case, let curiosity be your guide to finding your place of success in life and business.

We are all in transition at some point, not necessarily seeking total transformation, yet change will come (whether we seek it or not) and it's how we navigate through it that makes the difference between soaring gracefully or having too many false starts. Ask yourself these two questions: first, where and what are you doing now to make a shift happen? Secondly, and more significantly, who are you being when you choose to change the status quo for your life and business?

With great appreciation for your journey,

Susan Wright



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About the Author

Susan is a professional coach who uses creativity and facilitation for people to improve their personal and professional lives. A seeker of experience, a masterful designer and guide for handling new and uncomfortable terrain she helps people rapidly develop trust to arrive at conscious choices and inspired action to successfully manage change and create desired results. Years of being independent, providing wise counsel and playfully engaging in creative pursuits, accumulated into the design and delivery of her business, Wright Momentum, a lifestyle coaching and consulting company. The core of her business is focused on building capacity for conscious change resulting in greater awareness, trust and positive action. Susan is a vibrant guide that supports people and organizations to find new paths and enjoy the ups and downs along the way.

To learn more about Susan, her training, experience, and services please visit: <http://www.wrightmomentum.com>

If you found this guide book helpful, you can also visit <http://www.wrightmomentum.com> to subscribe to W-RIGHT iDEAS e-newsletter and blog posts. The ideas and stories shared in these editorials offer inspiration and empowering messages to help individuals and organizations take action and move forward to find their place of success.

To begin a conversation, connect, and share your comments follow Susan on twitter: <http://twitter.com/wrightmomentum> or on her Facebook Fan page.



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