

coaching tools

DISCOVER CREATIVE AND INNOVATIVE WAYS TO ENLIVEN AND **REFRESH** YOUR COACHING BUSINESS.

Hats-In-A-Bag

Imagine the energy and laughter as you start a workshop by inviting participants to try on different hats and then embody the perspective they associate with it. Christie Latona and Laura Lind Blum (creators of One Hat At A Time Momentum Cards) have packaged two collections of hats ready for creative play. *Hats-In-A-Bag* can be used in any setting where you want to open up thinking and generate possibilities — coaching, problem solving, brainstorming, or belief work. Pair the hats with coaching questions for a powerful experiential exercise. For example, pair the Viking hat with the question “What if you took a stand?” or the hard hat with “What if you could impact the structure?” The hats open

the door to metaphor and bring a sense of delight, play and surprisingly powerful insights to your clients.

Pink Spoon™ Marketing

If you want to take your business to the next level, you need *Pink Spoon™ Marketing: The Art & Science of Building a Multiple Streams Business*. Andrea J. Lee and Tina Forsyth have been generating quite a buzz in the coaching community with their Pink Spoon™ Marketing Model and this new product takes you inside the model and tells you exactly how it all works. Tina and Andrea refer to the information as ‘street-smart how-to’s.’

In 189 pages and five audio CDs they cover all aspects of building a multiple streams business: niches, target markets, web sites, marketing, generating traffic with integrity, affiliate programs, joint ventures and more. Included are great interviews with business owners who are experiencing wild success using the Pink Spoon™ Marketing Model. The interviews are both motivating and rich in content.

What really impressed me is that throughout the material, you really feel Andrea and Tina’s presence. Two powerful coaches standing by your side bringing their creativity and passionate certainty that if you take the steps they outline, you can and will succeed.



Shift

I’m so excited to tell you about a new board game called *Shift*. Not only does it facilitate the type of insight and awareness that can truly change your life — IT’S FUN!

Inspired by *A Course in Miracles*, *Shift* is based on the assumption that all of our thoughts come from either love or fear. Play involves rolling the trust/doubt die and a number die, and drawing from four types of cards: Choose, Shift, Step into their shoes and Drop a defense. The object of the game is to move across the board from fear to love and drop all of your defenses along the way. Don’t worry, there will be plenty of laughter playing this game! Nicole Casanova from *Shift* told me they hired a stand-up comedian when they were designing the game to help bring humor to these concepts.

Shift was just released this year. It is going to be HOT! Be the first to introduce it to your friends and clients. Consider hosting game nights. What a wonderful way to open up authentic dialogue and begin ‘shift’ing the planet.





Change the Way You See Everything

“When you change the way you see things, the things you see change.” (anonymous)
This quote sets the tone for a new book by Kathryn D. Cramer, PhD and Hank Wasiak. With stunning photographs, beautifully designed pages and great content, this book has the potential for big impact.

The authors believe that a simple shift to Asset Based Thinking, ABT, can have a powerful impact on all areas of life and work. “When you decrease your focus on what is wrong (deficit based thinking) and increase your focus on what is right (asset based thinking) you build enthusiasm and energy, strengthen relationships, and move people and productivity to the next level.” This is a very well articulated, intelligent and exciting book aimed at a corporate audience. Coaches take note — ABT is going to become an important buzz-word and this book is destined for success. Cutting edge corporate coaches will want to be introducing this work to their clients.



Avoid the 80-20 trap

Avoid the 80-20 trap Instead of focusing 80 percent of your attention on problems and 20 percent on opportunities, concentrate 80 percent on opportunities and 20 percent correcting what's wrong. This bold mental shift in perspective offers incredible built-in advantages:

- (+) To shift your perspective from deficits to assets is to live life differently, unconventionally, even courageously. When you put more of your focus on progress than on perfection, on possibilities than on problems, you challenge the dogmatic and deficit based thinking in yourself and others.
- (+) To most of us, facing a problem usually provokes us to cast blame and assign guilt. But what if you could reach into the depth of that problem and extract a treasure—a wealth of information that could propel the situation forward in a way that benefits everyone involved, exponentially? This moves you into the affirmative zone in which **Good things happen**.

Ken Mindy Berkert, a motivational speaker, former Catholic nun, author of 101 conversations, and author of 101 80/20 Moves, "I don't think being truly happy has any filter for guilt. Guiltion, yes. Guiltion means you tell God you won't do it again, you're sorry. Guilt means you go on hating your breast. It's not just sitting in a public restroom."

Making amends for flawed actions, YES! Making amends for flaws, NO! Feeling guilty in either case, NEVER! **NEVER!** makes you consider your flaws, shortcomings, and limitations as important to who you are and what you have to work with. You see them as the complement to your talents, strengths, and capabilities.

By Marcy Nelson-Garrison, MA, CPCC

Mind Makeover Magic

Mind Makeover Magic is a software program that allows you to create your own customized affirmation CD or MP3 file. Their tagline is “Change your inner dialogue — change your life.”



The software is professionally designed with easy to follow tutorials. Choose positive life-affirming statements from their list or your own, record them in your own voice, choose background music from their selections or your favorite CD, and then adjust tone, volume and echo to suit your taste. Your recording is converted to an MP3 file. You can then listen to it on your computer, download it to an MP3 player or burn it to a CD. Specific versions are available for women, men, teens, kids and one called lovenotes to record messages for an infant.

I love the CD I created for myself! I can't believe how easy it was to make, and it sounds great. The emotional impact of good music, your own voice and the repetition of positive statements create a powerful foundation for change which makes this a perfect tool for clients.

As a courtesy, links to all of these products and services are listed on the home page of www.coachingtoys.com

Marcy Nelson-Garrison, MA, CPCC, is a coach and the president of Coaching Toys Inc.