



Helping you to achieve healthy and wealthy relationships, career and life

December Newsletter

Welcome to this month's issue of News from Healthy and Wealthy, our free newsletter keeping you in touch with ways to make a difference in your business.

Our coaches work with dental practices, entrepreneurs and business owners, keeping them focused, in tune and motivated, ensuring that they are able to create the businesses they were born to.

We are creating more health in your business, so you have more wealth in your life.

Please pass this newsletter on to anyone you think may be interested.

I am always pleased to receive feedback. Please e-mail me if you wish to make a comment about the content in this newsletter. jane@healthyandwealthy.co.uk



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Top Business Tips: - Plan to make 2010 your best year yet

There is an old adage “failing to plan is planning to fail”. So what does 2010 have in store for you?

If you have not yet started planning for a successful 2010, take a clean sheet of paper and consider these questions for both your personal and business life. Then find yourself a coach who will support you throughout the year ensuring your dreams become a reality.

It is the job of your coach to make sure you stay focused on what you really want, so you achieve it, rather than letting you get distracted by the urgent and unimportant and living next year in regret.

- **What was your biggest success in 2009?**
- **What was your biggest challenge in 2009?**
- **What was your most useful light bulb moment or learning from 2009?**
- **What would have to be true for 2010 to be your best year ever?**
- **What do you have to do to make this happen?**

Or in the words of Winston Churchill, “Let our advance worrying become advance thinking and planning”

If you would like further information on how business coaching improves your performance at work, contact jane@healthyandwealthy.co.uk or **01296 770462** or visit our website www.healthyandwealthy.co.uk



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Advice for Dental Practices – Be clear about what you want.

On Friday 4th December I had a wonderful evening at the Dentistry awards ceremony. Congratulations to all those who were short listed and all the winners. On a personal note, I want to congratulate my great friend Barry Oulton from the Haslemere dental centre for his two awards Best Practice – South East and Best Team – South East.

As I was talking to a number of the winners and those who were nominated, it struck me that they fell into two camps;

- Those who were determined to win from the outset
- Those who submitted their application as an afterthought.

In his book, “In Pursuit of Excellence: How to Win at Sport and Life Through Mental Training”, Terry Orlick challenges us by saying:

“Excellence in every part of your life is a decision – decide to excel

Excellence is a choice – choose to excel

Excellence is full focus - focus focus focus.”

Once you have chosen excellence, Orlick then reminds us:

“Decide what it is you really want to do

Decide to do what it is you really want to do. Choose to do it.

Focus on doing what you really want to do – every day.”

If you really want to win an award next year, choose to do it, get clear about what you must do to win the award and focus on that every day.

As a cautionary note, I would like to remind you that if, despite all your efforts you achieve personal bests, you exceed the best of this year’s winners and yet you don’t win the best award you are still a winner as ‘best’ is subjective. It is imperative that you are clear about what your yard stick is for ‘best’. Spend the time getting clear about what it means for you and your practice.

And if you are serious about winning an award next year, make that decision **now** and spend the next months working towards it rather than deciding to enter as an afterthought and risking disappointment.



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If you would like to discuss how coaching can help you improve your chances of being an award winning practice, please contact jane@healthyandwealthy.co.uk or **01296 770462** or visit our website www.healthyandwealthy.co.uk

Useful tips and advice for dental practices are available free at <http://www.healthyandwealthy.co.uk/index.php?pag=cms&id=20&p=dental-practices.html>



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Healthy and Wealthy You – Steps to Successful New Year’s Resolutions.

In only a couple of weeks it will be New Year’s Eve and many of you will be setting New Years resolutions. For the vast majority of people these resolutions are a wish list that when we fail to achieve them, we use as evidence as to why we are a failure. You are successful and accomplished, you have just set poor resolutions.

You can achieve what you want to achieve by following this simple formula:

- **Define what you want by stating it in the positive** for example if you want to lose weight say ‘I want to be slim, fit and active’ rather than ‘I want to be less fat’. If you want to be wealthier chose to be ‘financially independent’ rather than ‘debt free’ you will get more of what you focus on, so focus on slim, fit and active rather than fat.
- **Define what you want, making it sensory specific.** This is about being clear, very clear about what it is you want to achieve. The clearer you are about how you know you will have reached your target the more likely you are to achieve it. The more woolly your criteria of success the less likely you are to be successful. Think about expressing your resolution in terms of what you will see, hear, think and feel and what others will see, hear, think and feel when you have achieved it. A great tip is to tell someone else and if you cannot describe to them with enough detail that they could make a film about you achieving your goal, you probably aren’t specific enough.
- **Consider the positive by-products of what you are currently doing.** Whatever it is you are doing and want to change you are doing it for a very good reason. Analyse what are the advantages for doing what you are already doing. Consider “what do I get out of my current behaviour, and what do I want to preserve.” For example, if you are a smoker there is massive benefit as well as risk from the habit. For example, you probably will have a group of friends who you smoke with, you probably get a chance to walk away from your desk at work or you may feel young and invincible every time you light up. When you have identified the positive by-products from your current behaviour, consider what else you can do that will replicate that need. For example, can you develop deeper friendships with your non-smoking friends? Can you find another way of taking time out from your desk when you need it? Walking to the water fountain? Would you enjoy a youthful and reckless sport?



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- **Define the context.** If you want to give up alcohol do you really mean give it up completely? Would you like to be able to share one glass of wine with friends over dinner or celebrate with a glass of fizz at a wedding? When you say give up alcohol do you just mean the booze during the week. Consider;

When, where and with whom do you want this resolution?

When, where and with whom do you not want this resolution?

How long do you want to change your behaviour for?

- **Start and maintain.** Can you start and maintain this altered behaviour? If not what extra help do you need? Where can you find it? And who do you need to help you? Often it is really useful to tell someone what you plan to do and ask them to hold you accountable for doing it. Many people find the 'carrot and stick' useful motivators to change, identifying how they will reward themselves when they achieve and what the penalty for failure is.
- **Ecology check.** Finally when you have considered all of the above, you need to consider is it worth it in terms of time, money and in keeping with your sense of self. If realistically you don't have the time to go to the gym for an hour, three times a week, you don't have enough disposable income for gym membership or a new pair of trainers and you don't see yourself as a fit, active, slim person, you are unlikely to be successful with your resolution. However, if you can spare 20 minutes each day, and getting off the bus a stop earlier won't cost you anything and you can envision yourself as someone who keeps fit as part of their normal way of living, it probably is worth it and you will be successful.

Choose and set your resolutions wisely and be successful in 2010.

More useful tips and advice for you are available free at
<http://www.healthyandwealthy.co.uk/index.php?pag=cms&id=16&p=how-healthy-and-wealthy-are-you?.html>

If you would like more information on how to find out more about how working with a coach will help you achieve your personal and professional goals, contact jane@healthyandwealthy.co.uk or **01296 770462** or visit our website www.healthyandwealthy.co.uk



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NLP Tip of the Month

Neuro-Linguistic Programming (NLP) is an approach that recognises how your brain (neuro) and your language patterns (linguistic) control your behaviours (programming).

My clients and I have found that understanding how we code information and language is extremely liberating, as we have choices of behaviour and thought, which in turn bring many more opportunities.

NLP is underpinned by many presuppositions, which are the guiding principles. They may or may not be true and you don't have to believe them. However, in NLP we like to presuppose that they are true and are curious as to what happens in any situation if they hold to be true.

In this series of newsletters I will be introducing the NLP presuppositions in turn.

12. You process all information through your senses.

Whether we are remembering the past, imagining the future or experiencing the present, we do it using a combination of our five senses; sight, hearing, touch, taste and smell. In reality we each have a preferred way of interpreting sensory data and most of us will delete most of the information that is available to us.

For example, have you ever been at a party and not noticed that someone was there, been to a meeting and not heard a vital piece of information or had an experience that somehow didn't move you in the same way it did others around you? If so, you will have deleted, unconsciously, some sensory information.

This NLP presupposition enables us to get curious about what we are missing out on, and allows us to enrich our interactions. Experience shows that when you have an improved awareness of our environment, we are able to think more clearly and make better decisions.

A metaphor for this could be that you would be better able to plan a walk if you used an Ordnance Survey Explorer map 2.5 inches: 1 mile which shows you more detail in land contours, paths and landmarks than you could with a road map scale 4 miles: 1 inch.

If you would like more information on NLP coaching and training programmes, contact jane@healthyandwealthy.co.uk or **01296 770462** or visit our website www.healthyandwealthy.co.uk



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Win a coaching and training package valued £750.

To win 3 hours free business coaching valued at £750 send an e mail titled DECEMBER PRIZE DRAW win a coaching programme to jane@healthyandwealthy.co.uk answering these questions and the first person out of the hat will win a bronze coaching programme.

Submissions to be received by Friday 15th January 2010, and the winner will be announced in the February newsletter.

- **What do want for 2010?**
- **How will you know when you have achieved what you want?**
- **What is getting in the way of you getting to where you want to go?**
- **What resources if you had them would enable you to reach your goal?**

Over 800 of you read October's newsletter and yet there were no entries for October and thus no winners.

You do have to be in it to win it!



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Product of the month

Make 2010 your best year yet

- Workshop limited to 15 delegates
- You will define what is essential to make 2010 your best year
- Devise a plan to ensure it comes to fruition
- Ongoing 1-2-1 monthly 1 hour telephone coaching support

What other people have said about coaching and training with Healthy and Wealthy.

“You can’t afford not to go”

AV Milton Keynes

“Jane and her coaching and training are amazing. Thank you for kick starting the team.”

AS London

“Jane is an inspirational coach. Her eclectic style enables her to move easily between life, performance and health issues. The humour she brings into her coaching style provides a non threatening way to move things forward. If you want lasting positive change, choose Jane as your coach.”

LD Milton Keynes

Normal investment only £197.00/ month

First 5 bookings only £157.60 /month

For more details on the product of the month and other courses run by Healthy and Wealthy, contact jane@healthyandwealthy.co.uk or **01296 770462** or visit our website www.healthyandwealthy.co.uk



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Special Offers

Make 2010 your best year yet

First 5 bookings will receive a 20% discount or 30% discount if paying in full in advance

Normal investment only £197.00/ month

First 5 bookings only £157.60/month

100% money back guarantee if after 12 months you have implemented all the actions suggested and you have not seen a return on your investment we will give you your money back, no questions asked.

For more information, to book your places and make your savings contact jane@healthyandwealthy.co.uk or 01296 770462



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Courses and Workshops

Healthy and Wealthy training programmes include:

The current range of courses that are available include the following. These may be provided as bespoke in-house trainings or as a standard seminar.

- Healthy and Wealthy Foundations™
- Healthy and Wealthy Foundations for Your Team™
- 1 Day Surviving and Thriving in the Credit Crunch™
- 1 Day Top 10 Habits Essential for a Successful Business™
- Selling – It is a Team Game™
- Speak the Same Language as your Patients™.
- Influential Practice™
- Customer Journey
- Conflict Resolution and Overcoming Objections.
- Use your Appointment Book Advantageously™
- Create a Compelling Future™
- Clearly Healthy and Wealthy™
- Healthy and Wealthy Motivation™
- Healthy and Wealthy Systems™
- Healthy and Wealthy Teams™
- Healthy and Wealthy Customer Experience™
- Healthy and Wealthy You™
- Healthy and Wealthy Mind and Body™
- Healthy and Wealthy Bespoke™
- Introduction to NLP for Healthcare Providers™
- NLP Practitioner Training for Healthcare Providers™
- NLP Master Practitioner Training for Healthcare Providers™
- Advanced Communication Skills for Healthcare Providers™
- Increased Sales for Healthcare Providers using NLP™
- Customer Service Skills for the Team™
- Complimentary Introduction to Coaching Taster Session
- Other - Other courses can be arranged on a bespoke basis for your practice please call to discuss your specific requirements

For further details on all courses and workshops, contact us on 01296 770462, or at jane@healthyandwealthy.co.uk or go to www.healthyandwealthy.co.uk



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