

# Making a positive change

Sometimes it can be difficult to plan change and follow it through. Here, **Jane Lelean** offers some simple tips to help you. Make sure you have a pen and paper to hand...



As a successful business coach, I would like to give you some simple tips that I, and many of my clients, will be using to plan for a successful, prosperous and abundant year.

### The business balance wheel

Draw a circle and divide it into eight equal(ish) segments. Adjacent to each segment write the following headings:

- Work and career
- Wealth and finance
- Health and fitness
- Romance/significant other
- Personal growth
- Fun and recreation
- Physical environment
- Friends and family

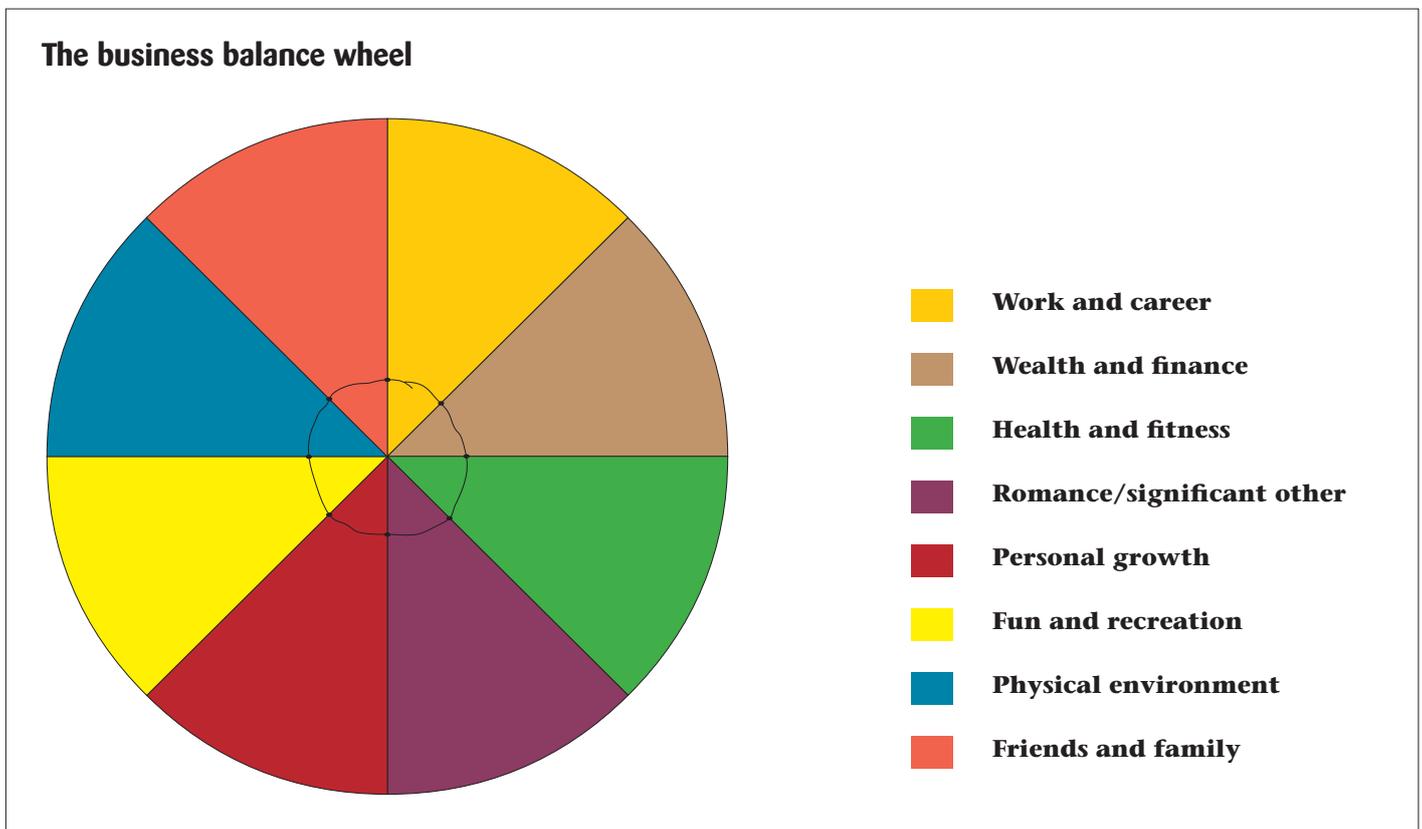
For each segment, ask yourself, 'How satisfied am I in this area of my life right now?' The centre of each segment represents a score of zero and the outer edge, 10. Give each segment a number from zero to 10 and indicating that by creating a new outer edge, drawn near the centre for a low number, moving further out the higher the number.

Notice two distinctions in the questions. 'How satisfied am I...' This is a subjective assessment. It is not about how your family or colleagues or neighbours see you; it is not about success; it is about personal satisfaction. Also notice 'right now'. This wheel is a snapshot. Scores will change weekly, daily – even hourly as circumstances change. Do not look for ultimate truth; just check in with how you feel in this moment.

The new perimeter of the circle represents your life balance wheel.

If this new wheel were a bicycle wheel, how bumpy would the ride be? If, like many others, this is an accurate reflection of how you experience life, the great news is you can do something now to change it. Firstly, consider the questions below:

- What have been your recent successes and what were your biggest achievements of last year?
- How can you build on these to have more successes and achievements?
- What is to be left behind in 2008?
- What are the top three things you want to achieve this year?



Then some of the actions you can take:

- Get clear – I mean really clear – about what you want to change, and why
- Make a clear plan to achieve your goal and write it down
- Work with a coach to hold you accountable for reaching your destination
- Set daily, weekly, monthly and annual markers that ensure you achieve what you want to.

Take immediate action towards change right now!

### Making a change that will last

When it comes to making changes it is important to believe you can achieve what you want. So many people seem to give up before they start because they believe they cannot achieve what they really want to, so they don't bother to try.

If you knew that you could not fail, what would you do differently?

Once you had achieved this, what differences would this change make to you and those around you?

All of my clients come to me because they want to make some change in their personal or professional life. The place I always start is getting them to develop a 'well-formed outcome'; that is, a goal they are really clear about.

The first step in constructing a well-formed outcome is to state what you want in the positive.

When I first ask a client what they want they usually begin by telling me what they don't want and why. You may think that this is fine, but what I notice is that when a client focuses on what they don't want, they get more of it! This is because your brain cannot process a 'not' or a 'don't'. Try this...

I absolutely don't want you to think about a pink elephant playing the cymbals. Don't do it. Do not think about a pink elephant playing the cymbals. What happens? That's right, you have to see the elephant before you erase it.

It is the same with your goals; if you focus on what you don't want, you get more of it.

Consider a change that you want you make, personally or professionally, think about what that will do for you and state your goal in these terms.

For example, if you want to give up smoking, what is it that will motivate you? The chance to walk your daughter down the aisle? The ability to run and play with your kids? A healthy heart?

What is it that you want? Spend a few moments thinking about what you want and what it will do for you.

Remember, the first step to a well-formed outcome is to state your goal in the positive. PD



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**Dr Jane Lelean is an accredited coach with the International Coaching Federation and is a member of the Association for Coaching. Jane has gained over 20 years experience of running a business and being involved in patient care as a dentist and business owner. Having trained as a coach for the last few years, Jane has now sold her dental practice to dedicate herself full time to providing coaching, NLP and training to business owners and individuals who have a desire to make their careers, life and relationships healthier and wealthier.**

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