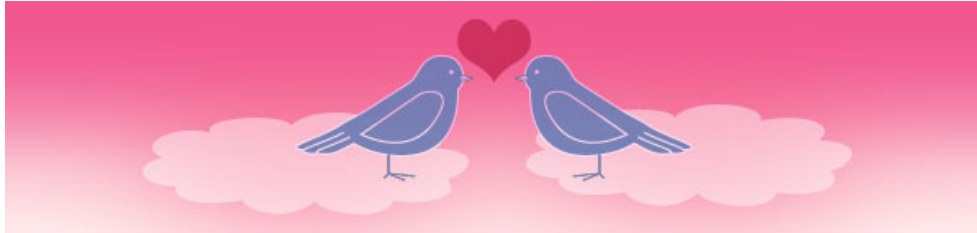




February 2010

Issue 8, Volume 2



Greetings!

Its time to get Passionate about your success in business and in life!

I hope you enjoy our February news.

Choices Based on Assumptions

Last month, we explored limiting beliefs, the first of the "Big 4" energy blocks which prevent us from making conscious choices and reaching our potential. Let's take a look now at another one of those blocks - the assumptions we make.

An assumption is a belief that is based on the premise that because something happened in the past, it is automatically going to happen again.

When you make choices based on your assumptions, you are letting the past control the future. Assumptions hold you back, because when you already "know" that something won't work, you probably won't even consider doing it. Even if you do attempt it, you won't have a lot of energy for, or be engaged in, what you're doing, since you don't really believe it can work. When you hold on to your assumptions, you miss out on many possibilities.

Imagine this scenario: A new salesperson has done five sales presentations, and none of the prospective clients have decided to buy her product. If she makes the assumption that she is not good at doing presentations, then it's unlikely that she'll put her all into soliciting them. And, even if she does end up doing one, the catabolic energy she brings with her to the presentation may actually repel her potential sales (and without her even realizing it, she has created more proof that her assumption was correct.)

Here are some typical assumptions:

If I don't do it myself, it won't be done right.

My kids are lazy and unproductive.

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Five Tips for Finding Your Passion

1. Be open to new experiences
2. Face your fears
3. Everyday ask yourself what excites you
4. Take **BRAVER** and **BOLDER** Risks
5. Never Give Up

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I'm no good at interviewing.
No one listens to what I'm saying.

Because assumptions are primarily based on personal experience, they are internalized and emotional, and somewhat difficult to let go of. Delving deep to remove the emotion of the past experience may be necessary before moving forward.

The main question to ask when challenging an assumption is simply "Just because that happened in the past, why must it happen again?"

This month, when you just "know" that something won't work based on your past experience, recognize your assumption for what it is, question it, and consciously choose to let it go and to take positive action.

In the next issue, we'll go on to interpretations, the next of the Big 4 blocks.

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Quote of the month:

"Those who stand for nothing, fall for anything."
Alexander Hamilton

**February
Special!**

Two 30-minute coaching sessions ONLY \$100!

Check Out Our Latest Programs

Take the Energy Leadership Assessment and change your life

Call for details on how to sign up for the online assessment and for your debrief/coaching session. 312-798-7404

Learn How to Successfully Launch a Business

Deborah Sakelaris, Professional Certified Coach, and owner of Rodas Coaching joined by Nicole Brucker, Owner, The Sapient Solution, LLC

Kristen Prinz, Owner, The Prinz Law Firm, P.C.

Kristina Wayne, Owner, Law Offices of Kristina J. Wayne

Where: Union League Club

Date: February 24, 2010

Time: 5:30pm - 7:30pm

Cost: \$35



Appetizers and drinks to be served



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