

Newsletter

December 2008

Welcome to all of our new subscribers and also to those who have been with us for some time. Thank you for staying tuned in.

News you can use

Back in August, I had an enquiry from a company who wanted to receive training outlines to carry out a workshop with me. Then again last week I received an e-mail from the same company with a request for two more outlines on different topics. I immediately called the person who signed the e-mail asking her what had changed between August and now and explained that I needed to know more details in order to help her.

For example, I needed to know:

- what the company wanted the delegates to do differently after the programme?
- what were the delegates' backgrounds?
- how my contact will know that the delegates have made progress?

To my surprise, my contact was unable to answer me. In fact, she kept insisting that I send her the course outlines and only after questioning her three times, did she say that the way the company decides on training, is to get various outlines in, distribute them to all managers and if a number of managers decide to put their team members onto one or two programmes, then the company would run the course!

I then started thinking that this is a bit like how some people run their own lives; just going with the flow, with no real purpose and focus, going through life, collecting different information, doing different things and hoping that something sticks!

There are now less than four weeks until the beginning of 2009. I know that there are millions of people planning and mapping out their goals right now and the truth of the matter is, that with most people, by mid to end January or February 2009, those goals will have been moved or unaccomplished, because of lack of focus, purpose and discipline, with those people just to repeat the same exercise again the following year, being one year older.

So I put it to you. Can you afford to continue as you have been in the previous years? The world is in a state of constant change and what would happen in the future if you continue the way you have been in the past, without changing yourself?

Let me ask you:

- What will you do differently in 2009 from previous years?
- How will you know that you are making progress?

- What are you putting in place to keep you motivated and focused?
- What impact do you envisage this will have on you in the years to come?
- How will you know that you have achieved what you want to achieve?

Want support?

During January 2009, I am offering the first 5 subscribers to my newsletters that contact me, a FREE 60 minute's telephone coaching session. With this, you will have someone to share your thoughts and goals, with the experience and most importantly with an outside viewpoint, to help these become realised goals.

Here are more of my differentiators. [Click here.](#)

This is a thank you for staying with us and I believe will help you to get started on your path for 2009.

Call my office on **+44 (0) 20 8668 2000** or e-mail me **by 31st January 2008** to take advantage of this offer.

Have a wonderful Christmas and a successful, fulfilling and healthy 2009.

All the very best.

Peter
Consultant, Coach, Author & Speaker

Bringing out the best in people and business
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