

SPECIAL REPORT

“What is Coaching? & 101 Ways to Work with a Coach!”

by Mary G. Anderson, *Family Legacy Planning Institute*



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Organizational Consultant/Coach, Author & Speaker

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Meet the Coach- Interviews, Mary G. Anderson, Master Certified Coach

1. Tell us about yourself and what attracted you to coaching.

Becoming a coach was such a natural transition for me. My degrees prepared me long ago to teach higher education and then I got 'sidetracked' into corporate America at Hewlett Packard Company. I became a personnel manager and worked in several manufacturing operations as a liaison. This job required listening at length to production workers on up to the general manager on a three-shift operation! Great training for a coach-to-be! I also spent several years in management training and enjoyed the development and design of training programs and setting up executive leadership development seminars. Since the corporate offices of Hewlett Packard Company are located very close to Stanford University -- it was a natural event to set up seminars within HP, inviting some of the brilliant professors there, including Tom Peters and Condoleezza Rice, to speak with our division managers.

I was a very busy working mother, as was typical in the 80's and 90's, with three children during my fifteen-year tenure at HP and worked up until they were each born and returning six weeks later (like nothing had happened). Something had happened!! I soon became an advocate of job sharing programs and changing the entire work/life/parenting paradigm within corporations. I started teaching programs on the weekends at local colleges and helping others to find and keep balance in their lives. Eventually I resigned from HP and started my own consulting business. The focus of my business was on speaking/ training, professional organizing, time management skill development and helping executives set up their homes to speak to their offices and vice versa. When I look back on this time in my career, I see that I was really just enabling people to work 24/7/365! I am older now and I know that balance is more than systems, it requires making critical decisions at various stages of your life and your family life that are filled with challenges and conflict.

I have completed several different coaches development/certification programs. The focus of my training has been on life purpose analysis, recovery issues, work/life balance and coaching from spirit. I am also licensed as a Conflict Resolution/Mediation Specialist. I love to work with people who are feeling overwhelmed, guilty or hopeless. I have tremendous compassion for persons dealing with issues related to depression, grief and recovery from co-dependence and addiction.

2. What do you think you bring to the coaching world?

I believe strongly in coaching from the wisdom I have earned from my life experiences. I also have over 20 years of experience in management training and development and consulting work. I serve my clients best by speaking and listening from a place of experience. I focus on working with clients who are living through transitions that I have faced and survived. If I were a store on the main street of town-- I would be selling hope, faith and the strength to keep a sense of humor during those challenging days. I would also sell some moments in time -- moments to be with themselves, with their families and children, with the things that they value and love. I encourage my clients to trust themselves, keep moving forward and express their own unique gifts. One of my favorite quotes is:

*The universe is not going to see anyone else like you in the whole history of creation.
It is up to you to become a letter, a word, a page in the book of human history. -Vartan Gregorian*

3. What are the resources that you have found most valuable in your personal and professional development?

I have completed the following coaches certification training programs:

- Coach U. Seminars & Workshops (including exploration of the amazing archives of articles by Thomas Leonard)
- Life on Purpose Institute, Coaching from Spirit & Exploding Your Business Income
- Excellence Coaching & Accomplishment Coaching
- Conflict Resolution Training (Certified Mediator)
- Enneagram Training & Development & Myers-Briggs Type Indicator Training & Development
- Human Design Analyst

I also subscribe to the e-zines of Brian Tracey, Anthony Robbins, Tom Peters, Dave Buck and others who light up my day with tips on motivation and staying focused. I believe that it is wise to take advantage of opportunities to write about coaching, speak about coaching (I am currently producing a cable TV show called "Voice of the Valley" which highlights various entrepreneurs in Silicon Valley), and COACH too. Each of these focus areas develops more of my skills and confidence! I enjoy reading the newsletters from the Denver Coaching Federation, the Chicago Coaching Federation, etc. -- each area of our country is filled with exciting new developments in the field of coaching and personal development. I subscribe to close to thirty magazines a month and work hard to stay on top of what's going on in this ever changing world!

4. Can you tell us a client success story

I can think of so many clients who have had a remarkable ability to stop, look, listen and rearrange their lives. I believe when people really get a handle on the concept of being 100% responsible for their choices and themselves -- then many new ways of solving problems and generating solutions rise up. One example includes a client was a very busy psychiatrist with a demanding practice and teaching schedule at the hospital. When we first started working together, most of our time was spent setting up systems to allow others to support her at her office and to develop predictable routines as much as possible during her busy day. Her dream was to have a baby and she could not see where the space would be for that baby to fit into her busy world. Over time we worked together to set priorities, let go of some issues and to focus on specific plans for how she would assimilate her upcoming TWINS into her family and schedule. I sort of joked with her that there are lots of little baby "stars" up there who are eager to come on down but they need to know where their spot is first! She loved that analogy and we went to work to create space -- literally and figuratively for those two little stars to join us. Time is finite; work is infinite. Her challenges are ongoing but manageable. Coaching is so rewarding.

5. Is there anything else you would like the coaching community to know about you?

I am a growing up person-in-process, moving, learning, changing and being with all of it every day. I trust the universe. I try to not worry about making mistakes; as there really aren't any anyway. I believe the transitions, challenges and set backs only propel us toward our destiny with more strength and conviction. My mission in life is to inspire courage, hope and prosperity in others, through my words and actions every day. Thank you. (04/2003)

Questions? Comments? Please contact us by telephone or e-mail [here](#).

Coaches help people to be More Successful! Here are 101 Things to Work on with a Coach!

1. Attract success
2. Become a "bigger", more magnanimous person
3. Become a person who responds quickly and fully to opportunities and problems
4. Become a stronger, more effective manager
5. Become more at peace with life, others and myself
6. Become more aware more quickly
7. Become more coachable and flexible to input from others
8. Become more compassionate
9. Become more consistently passionate about my life and work
10. Become more graceful in how you deal with life
11. Become more grateful
12. Become more receptive to new ideas, approaches and views
13. Become much better organized
14. Become much more creative in my life
15. Become physically and financially "safe"
16. Better leverage my assets
17. Build significant reserves in all areas of my life: Time, money, love, and opportunity
18. Career Advancement
19. Career commitment and development
20. Change: learning to adjust
21. Conflict management
22. Contribute more to others without wasting my own time or resources
23. Corporate expansion
24. Create a coordinated and comprehensive LifePlan for the next 5 years
25. Decision making process
26. Deliberately cause (meaning to create) my life and success
27. Develop a broader perspective about life, my work and myself
28. Develop a customized personal reading program to better educate myself and expand my thinking
29. Develop a formal schooling/educational plan
30. Develop a marketing plan
31. Develop a stronger personal style
32. Develop and improve my personality and attitude
33. Develop more of a positive effect on others
34. Develop my great ideas into something that is financially and personally rewarding
35. Develop my intuition to fully respect and immediately respond
36. Develop my mind and intellect more than I have
37. Develop my own PROBLEM FREE ZONE
38. Develop my personal purpose and mission
39. Develop service excellence within the organization
40. Effective people management: relationship & communication skills
41. Eliminate "tolerations"
42. Enhance inner confidence
43. Ethical management
44. Excellence development
45. Executive Coaching
46. Experience more pleasure
47. Finish those projects, situations and problems forever
48. Get back in balance
49. Get to know myself better
50. Get to know myself better so I can make better decisions
51. Get web savvy
52. Have more confidence in how I present myself
53. I need a complete life makeover, starting from the ground up.
54. I want to be happier than I am right now
55. Improve my effectiveness
56. Improve my timing, synergy and synchronicity so I don't miss opportunities
57. Increase my "bandwidth" - quickly receive and process information

101 Things to Work on with a Coach! *(continued)*

58. Increase my company's productivity
59. Increase my personal productivity
60. Increase the amount that I'm saving each year
61. Increase the level of integrity in my life
62. Increase the profits of my business
63. Increase the size, scope and depth of my professional network
64. Install administrative selling or management systems at work
65. Integrate the various elements of my personal and work lives
66. Invest more time and money into my business
67. Learn effective team building skills
68. Learn how to make life effortless
69. Learn how to satisfy all of my personal needs
70. Learn key negotiation skills to help me get what I want and create a Win-Win-Win
71. Learn more about love, how it works and how to become more loving to everyone
72. Learn to accept things more readily with less resistance
73. Learn to be inter-developmental with everyone: work in collaboration and partnership
74. Learn to better prioritize goals, responsibilities, roles and projects
75. Master my selling skills
76. More quickly and powerfully influence staff
77. More quickly assimilate what I notice, experience and learn
78. Performance Coaching
79. Personal and corporate values
80. Personal Coaching
81. Personal growth
82. Problem solving
83. Provide even more value to my clients and customers than they receive currently
84. Raise standards of behavior, expectations, relationships and lifestyle
85. Reach important goals sooner with support of a Coach
86. Resolve an old relationship problem, or improve a key relationship
87. Set much wider boundaries
88. Show and earn sensitivity and respect
89. Simplify my life
90. Strengthen character
91. Stress reduction
92. Take better care of self: Mind, body, and spirit
93. Take more initiative
94. To act more like a strong leader
95. To build and leave a legacy in this lifetime
96. Totally master what I do
97. Training and development strategies
98. Uncover resistance
99. Update some of the assumptions I've made about myself
100. Wake up to the truth about my life
101. And, finally: Discover what matters to me most

Compiled by Thomas J. Leonard, founder of Coach University

"I never cease to be amazed at the power of the coaching process to draw out the skills or talent that was previously hidden within an individual and which invariably finds a way to solve a problem previously thought unsolvable. Those firms that endlessly pursue high-end technological resources to streamline the organization may find that, at a fraction of the cost, coaching is able to draw out contributions from within a firm's existing human resources." – John Russell, Managing Director of Harley-Davidson Europe Ltd

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About the Author...

Mary G. Anderson, Family Legacy Planning Institute

- Organizational Consultant/Coach, Speaker and Writer
- Certified Conflict Resolution Specialist/Mediator
- Hewlett Packard, Management Training Specialist
- Founder, Advanced Legal Training Institute & Family Legacy Planning Institute
- Producer and host of “Voice of the Valley” television show
- BA Willamette University, Secondary Teaching Credential

Family Legacy Planning Institute (Client Services & Estate Settlement Advisor)

Founder of the *Family Legacy Planning Institute*, Mary Gutheil Anderson, is an organizational consultant/coach, speaker, seminar leader and TV producer. Mary specializes in supporting clients through difficult life transitions. She offers strategies, solutions and systems to assist clients through the challenging process of dealing with unexpected and unwanted change. As a personal and business coach, Mary works with clients who are going through transitions such as grief over the passing of a loved one, life threatening illness, loss of job, relocation, divorce, feelings of overwhelm and chronic disorganization.

In the past few years, Mary has met with a series of unexpected deaths, which included four family members, including her 22- year old son, Taylor. She was forced to confront many challenging obstacles including planning funerals, settling four complicated trusts and making other difficult end-of-life choices. It was at this time that Mary also became actively involved as executor of both her parent's estate and brother's estate. She quickly learned about the grief, shock, inertia and indecision that often face executors/trustees as they try to quickly organize and access all the paperwork, deeds and property etc. that may be required by CPA's, attorneys, insurance/real estate agents or other advisors. The Family Legacy Planning Institute was created to help other individuals and families who were working through similar challenges (facing some of the same issues she had). She works in conjunction with the professional services offered by the Estate & Trusts Attorney.

Mary provides a consulting service to assist clients who are either in 1) the midst of handling a death of a loved one, executing and settling their estate and/or 2) a client who has decided to get organized and plan ahead by completing an end-of-life plan including their will, collecting their important papers and completing a checklist of final wishes. She also offers Legacy & Succession Planning services for business owners and executives as they develop their vision and successors for generations to come.

*Member of the International Coach Federation (ICF)
Certified Professional Coach, Charter Member of Coachville (COACH U)
Graduate, Excellence Coaching &, Accomplishment Coaching
Graduate, Life on Purpose Institute, Coaching from Spirit & Explode Your Business Income
Golden Circle Member of National Association of Professional Organizers (NAPO)
Member, International Enneagram Association (IEA)*

Member, National Speaker's Association (NSA) & Member, American Society of Training & Development (ASTD)

A Note from Mary

Are you a going through a challenging period of time facing some difficult changes, health issues or sudden grief over an unexpected loss? Are you an individual seeking unbiased support and a path to manage change in your personal and/or business life? You might consider hiring a coach. Coaching is a positive, powerful investment in you, your growth and is often tax-deductible as a business expense. Contact me to set-up a complimentary 30-minute coaching call. In our time together, we'll explore the issues bringing you to coaching and determine if I'm the right coach for you!

“Most of us miss out on life's big prizes. The Pulitzer. The Nobel. Oscars. Tonys. Emmys. But we're all eligible for life's small pleasures. A pat on the back. A kiss behind the ear. A four-pound bass. A full moon. An empty parking space. A crackling fire. A great meal. A glorious sunset. Hot soup. Cold beer.” ~Anonymous

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