



You cannot teach a man anything. You can only help him discover it within himself (Galileo)....

Article from the Network Netherlands Newsletter

<http://www.networknetherlands.com>

October 2003: Volume 2, Number 6

By Francine Townsley

I must admit that I am something of a sceptic when it comes to lines like this or the fabulous claims of self-help gurus and lifestyle consultants so, imagine my horror, a few months ago, when I started to receive e-mails from Personal Business and Transition Coach, Stephanie Ward, of **Firefly Coaching**. Stephanie's email approach was followed up by telephone calls, offering me a complimentary telephone coaching session, to see if her ideas for developing and expanding my business could be useful. Well, I managed to fob her off for a while with excuses about how busy I was, how I would definitely check out her website, etc, etc, etc. But, Stephanie didn't give up and finally, at the beginning of September, I agreed to fix a date for my first ever coaching session. I must admit that I am not someone who finds it that easy to talk about herself and so I was really dreading the whole thing.

Stephanie sent me a preparatory e-mail, asking me to think about the following areas: What are your primary business objectives for the next 3-6 months? What obstacles are you facing in reaching your objectives? How will you feel once you reach your objectives? Where will you be a year from now if nothing changes? Okay – that didn't seem too bad. I could think about those things and speak fairly sensibly about them, but even so, I was a little bit apprehensive when the time came for me to dial her number. I could imagine myself breaking down, pouring out forgotten memories of my childhood and all the other dreadful things that I associate with this type of mind games.

Well of course, nothing could have been further from the truth. The complimentary half hour session turned into 50 minutes of discussion about the development of my business and the ways in which I could improve and expand the level of service I provide to my clients. Stephanie listened carefully and spoke intelligently, coming up with different options and useful ideas to try out. The best thing about it was, that because of the way she listened, it helped me to give my own ideas some structure and voice my thoughts to form a practical base from which to make changes and adaptations in the future. I put down the telephone and instead of breathing a sigh of relief that it was all over – which really thought I would do, I found myself thinking about what a positive experience it had been. As well as coaching for small business owners, Firefly Coaching also works with individuals in personal transition something that many expatriates may find extremely beneficial.

Check out the Firefly website at www.fireflycoaching.com and if you are at all interested in finding out more, get in touch with Stephanie who will be delighted to explain more. Take it from an old cynic like me – you won't regret it.