



Passion for Life Coaching, LLC

Making Deliberate Choices for a Fulfilling Life

Newsletter by Suzette Langley, Certified Life Coach and MSW

4 Steps to Entelechy

March 2009

Entelechy. Pronounced en-tel-uh-kee. Entele-what? Webster's definition is "a realization or actuality as opposed to a potentiality" or, in plainer words, taking what's a potential and making it reality. Neil Rackham, author of *SPIN Selling*, comments that entelechy is one of his favorite words and shares four great steps to adopting new behaviors that remove the struggle and allow you to reach entelechy faster.

First, practice one behavior at a time. How often have you started several new behaviors all at once? Consider starting a weight loss plan. People begin the process excited and ready to change all their bad habits at once. They vow to drink more water, eliminate sweets, and exercise five days a week. Whoa! That's a lot to change all at once! Most people become overwhelmed and quit – everything. The result is that nothing changes. Changing one behavior at a time may not put you on the Autobahn for fast results but you will gradually build success.

Neil's second rule is **try the behavior at least three times**. When you are learning a new habit, the first time you try it you may be uncomfortable because it does not come naturally to you. For example, if you are learning how to communicate more effectively with your boss, the first time you try a new skill will feel awkward and you may stumble on your words. Keep trying! The next time will come easier.

Which leads to rule number three, **quantity over quality**. This rule gives perfectionists permission to not get it right and keep trying. Neil sites an experiment conducted with those learning foreign languages. The study showed that those who were more successful in learning a new language practiced saying words and phrases more often and put less emphasis on "getting it right." They eventually got it right with practice. More evidence that the concept of practice makes perfect works! Let go of perfectionism and just keep trying.

Last rule, **practice new behaviors in safe situations**. Do not try new skills for the first time in a high pressure environment. You are already likely to be anxious and anxiety can reduce your ability to remember new information. As an example, if you are working on negotiating skills, try them at home with your spouse or friends before you try to negotiate for a raise.

Following these four steps will ensure you turn your potential into reality. Here's to achieving entelechy!

Upcoming Events at Big Vanilla Arnold

WOMEN ROCK – Friday, March 13th - 7:30-9:30pm

This 2-hour program will help you tap into your mental and physical strengths as you discover how the rock wall is a metaphor for life and life's challenges. Feedback from this program is **phenomenal!** The women who have participated have learned about their strengths, expanded their comfort zones, understood how they face challenges, and discovered new ways to overcome obstacles. Join us for a ROCKIN' night and walk away feeling empowered!

Fee: \$25 members/ \$35 non-members

4 women MUST BE pre-registered to hold this program.

Women Rock will be held at Big Vanilla Athletic Club, 1209 Ritchie Highway, Arnold, MD. Register online at: <http://www.bigvanilla.com/arnold/adultclasses.html> or call 410-544-2525 to register.

Do have a group of 4 or more friends who like to do fun activities that go beyond dinner, the movies, and drinks at the bar? If so, this event is perfect for you and your group! Contact us about your interest.

Additionally, we can accommodate groups interested in making this a team building activity for work.

The Peplemap™: Understanding Yourself and Others **– Sunday, March 22nd, Noon – 4:00pm**

- ◆ Maximize professional and personal relationships ◆
 - ◆ Resolve conflicts quickly and effectively ◆
- ◆ Improve communication for immediate results! ◆
 - ◆ Enhance efficiency at work and at home ◆
 - ◆ Use your strengths for peak performance ◆

In this fun, interactive 4-hour training, you will learn a "map" that will ***change how you see yourself and how you relate to others!***

The Peplemap™ has been used as a training tool in government agencies, corporations, and non-profits to improve communication, increase productivity, and build high-performing teams.

Imagine what it can do for you!!

Fee: \$230 Fee includes the workshop materials of the Peplemap™ Questionnaire, workbook, and the book *The Peplemap™ Understanding Yourself and Others* (167 pages).

Location: Big Vanilla Athletic Club, 1209 Ritchie Highway, Arnold, MD 21012

Pre-registration required. We must have at least 8 participants signed up in advance to hold the program.

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