



Coaching Works
To achieve your success!



Coaching Works Monthly

It's a Matter of Perspective!

May 2008

Food for Thought

**Minds are like parachutes;
they work best when open.**

-Sir James Dewar

Tools and Tips

**When the window of
opportunity becomes too
narrowly defined, it's easy to
miss.**

*To expand the size of your
window, identify all of the
opportunities present in the
moment.*

Need Help?

*To learn more about
how Coaching Works can help
you or your business make the*

Opportunity



It's the middle of a torrential downpour, and a woman finds herself trapped at home. Water begins to flood the first floor of her house. Terrified, she prays for God to save her, and scrambles up the stairs towards the second floor. As she gets

to the top of the stairwell, she looks out a window. A man motoring by in a boat yells out, "Do you want a ride to dry land?" She says "No thanks, I'm waiting for God to save me!" So he moves on, and the deluge continues.

Soon, water rushes into the second floor. In a panic, the woman crawls outside a window, climbs up on the roof, and prays for God to save her. About ten seconds later, a young woman in a canoe floats by. "Do you want a ride to dry land?" "No thanks - I'm waiting for God to save me!" So the young lady drifts onward, and the heavens continue to pour.

As the rain continues, the woman finds herself clinging to the chimney at the very top of the roof, with water rushing all around her. "God - PLEASE SAVE ME FROM THIS FLOOD!" she prays. About five seconds later, she notices a helicopter hovering overhead. The pilot yells out, "Do you want a lift to dry land?" "No thanks! I'm waiting for God to save me!" So the chopper flies away. A few seconds later, the woman is swept away by the flood, and drowns.

It so happens that she finds herself standing in front of the Pearly Gates, about to enter the Kingdom of Heaven. While waiting there, she notices God hanging around the

most out of opportunity,

[Contact us!](#)

Business Works

**For business owners, CEO's,
and company presidents
committed to improving
personal, professional, and
business performance,**

[Business Works](#)

Questions, Comments, or Suggestions?

**Your feedback is both
welcome and important!**

**If anything in this article
catches your attention, or if
you have any suggestions for
future articles,**

[Please let us know!](#)

front entrance. Hands on hips, she looks God straight in the eye, and demands, "Why didn't you save me from that awful flood back on Earth?!" God glares right back and says, "I sent you a motorboat, a canoe, and a helicopter. What the H@&L! else did you expect me to do?"

Even when drowning in opportunity, it can be difficult to swallow.

Have you ever found yourself surrounded by opportunity, yet unable to recognize it? More than likely - as it happens to the best of us. In fact, of all things missed out on in life, whether with career, business, or life, opportunity is likely to be right up there at the top of the list. For some, missed opportunity can become a way of life. Bill Murray does this quite nicely in *Groundhog Day* - at least right up until the end of the movie.

The good news is that you don't have to wait until the end of the movie (or your life) to figure this out. With the right strategy in place, most opportunity becomes recognizable and can be leveraged towards achieving success, however you define your success. If you don't already have an effective opportunity harnessing strategy in place, consider keeping the five "K's" in mind to help you make the most out of that which comes your way.

1) *Keep an open mind.* Just as an open sail captures the wind, an open mind captures opportunity. By remaining open and receptive, rather than bogged down by preconceptions, assumptions, and expectations, you'll sense opportunity's arrival - even if you can't see it coming - and be positioned to leverage it accordingly. Opportunity tends to run slightly ahead of our conscious awareness, inviting, rather than forcing forward progress on our part. An open mind has the ability to accept this invitation.

2) *Keep a mission in mind.* Knowing the direction you're headed helps discern between opportunities that are relevant to achieving your goals, and those that are not. Investing the time to develop a focused, purposeful, and heartfelt mission statement - whether for business, career, or life - saves time, effort, resources, and money. By using your mission statement as a compass setting, you'll naturally remain open to those opportunities that come your way, as well as be able to generate opportunities that fall in line with your intended goals.

3) *Keep a game plan in mind.* Whether it's in

increasing sales, improving teamwork, launching a business, or re-launching your life, charting a well thought-out strategic plan streamlines the process, and increases the likelihood of generating sustainable success. A little planning always goes a long way towards going the distance.

4) *Keep flexibility in mind.* Life happens. When events outside of your control force you off track, rather than fighting tooth and nail - or taking it personally, ride loosely in the saddle, take stock of where you've landed, and identify the opportunities being presented. I've had many clients, including those in job searches, career transitions, and business ventures, who've thought that the best way to get from point "A" to "B" was through "C", only to be driven off course to point "D". In just about every instance, "D" was exactly where they needed to be, in order to get to point "B" - and beyond.

5) *Keep opportunity in mind.* In sailing, every wind direction is leveragable, regardless of the direction it comes from. In career, business, and life, the same rules apply, as every situation provides an opportunity for enhancement, advancement, and success - regardless of how it may initially appear. Opportunity can arise from the most unexpected of events - including during times of personal, career, and/or business transition, upheaval, and crisis. Often, the simple question: "What are my opportunities here?" sets the stage for illuminating a much bigger picture, and a boatload of opportunity.

You don't have to drown and go to heaven, to cash in on opportunity. With the right strategy in place, you'll have both the awareness and ability to leverage whatever comes your way to your hearts content.

Here's to your success!

Bob DeMers, President
Coaching Works
Charlotte, North Carolina

bobdemers@coaching-works.net
www.coaching-works.net