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Q&A

CORPORATE COACH ACADEMY

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1. WINNING THE INNER GAME 2. WRITING DOWN GOALS

WINNING THE INNER GAME

Q: Being a “new kid on the block” in selling makes me nervous, especially when I’m in the company of seasoned sales professionals, who cover the same sales territory as me. I get self-defeated instantly.

Unless I can find a way to overcome it, I will always be intimidated by them as they are more senior than me in everything — age, selling experience and selling skills. How do I overcome them? — Inferior

A: It is natural for anyone who’s new to something to feel this way. Everyone has to start somewhere. So, you need not feel that you are the only one in this world to experience inferiority.

With mindfulness and the determination to be good, you will soon overcome it. It’s no exaggeration that after a certain point, you will be better than many of them because of your winning attitude.

Bottom line: Most important is to not allow yourself to be defeated even before the show begins. You simply have to tell yourself you can. With repeated self-talks like this, you can be strengthened internally and be ready to face anyone.

There’s a way to shorten this learning curve and be what you want to be. The first step is to positively accept where you are at the moment. Work comfortably within the limits of your abilities without feeling bad about yourself.

The second one is to have the courage to think big. Doing this will take you away from the self-imposed limits that you have put on yourself. You will take risks and dare to fail. Progress comes faster when there’s action.

The third one is not to give up in your mind. Remember, there is no such thing as failure; only learning lessons that will make you wiser and stronger.

Next is to tap on the many motivational resources available to counteract negative memories and thoughts; podcasts, books and seminar talks are some of them.

Finally, stay committed to your career goals and don’t let temptations of “greener pastures” easily take you off your focus.

Powerful Questions:

- What do you accept about yourself?
- What do you want to say to yourself at all times?
- What is your goal in life?
- What will you do to stay on course till you achieve it?

WRITING DOWN GOALS

Q: While I am very committed to my goals, somehow I missed out more than 50 per cent of them along the way. Either I forgot about them, lost interest in them or simply can’t achieve them.

So, it’s always back to the drawing board and the same thing happens again and again.

How can I achieve most of the goals I set? — Half-baked

A: Probably you are only casually setting your goals instead of seriously putting them on paper. Usually, when we make our commitment in writing it works out better. Try doing that from now on.

Writing down your goals also helps in other ways. The ideas become clearer, and even bigger because you have time to think through them. (Thinking about them mentally doesn’t give you such advantages).

Putting them in writing also gets them “engraved” deeply, which can help turn your commitment into thoughtful actions that don’t get missed out easily.

Bottom Line: Spend a few good moments somewhere, either alone or with someone who cares for your growth.

Think about what you want and write them down in the most inspiring way. Then paste them somewhere near you to remind you of what you have committed to do.

Share the plan to achieve your goals as a way to further instil your commitment to the goals you want.

Powerful Questions:

- What are the goals?
- How do you want to express them in writing in the most inspired way?
- Where do you want to place them so that you are reminded everyday about your commitment?
- Who do you want to share your goals with?

Corporate Coach Academy is conducting a 2-Day Coaching Power Tools workshop on September 28 and 29. Call 03-62054488 or visit www.corporate-coachacademy.com. Read the ‘Stories That Coach’ at www.mikeheah.com

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