



# The ECI Newsletter

Keeping you informed with each other

October 2005



## Coaching Top Tip

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### The Monthly Meditation

What do you see when you look at another person? Do you focus on their faults and weaknesses, or do you look to find something that is worthy of praise? When you value and appreciate the best in others, they will give their best to the relationship.

What do you see when you consider a task that must be

When working with a client it is important to remember that a person cannot be truly self-confident without total self-acceptance. To quote Dr Albert Ellis one of the world's most influential psychologists: "Usually, if a person has work-confidence and love-confidence, we say he also has self-confidence. But this is not quite true. For self-confidence (or self-esteem, self-acceptance, or self-respect), when it truly exists, means that the individual fully accepts himself whether or not he thinks he is highly capable, and whether or not others approve of him."

**Dr Albert Ellis**

Quote taken from <http://www.valuesofthewise.com>

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### Editors Letter

***Hello and Welcome***

done? Do you focus on the problems, the obstacles, and the excuses for not even attempting it, or do you look for the unique opportunities that it surely presents? The way you approach your work will make a significant difference in the results you get.

What do you see when you look at yourself? Do you dwell on your shortcomings or do you focus on your possibilities? The quality of your life depends largely on what you see in yourself and expect of yourself.

See the best, expect the best and you will bring out the best in yourself, in others and in every situation.

-- **Ralph Marston**

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[www.greatday.com](http://www.greatday.com)

### **Definition of Coaching**

Coaching is the art of helping clients see themselves as themselves. All you do is hold their mirror.

Michael Duffy  
[duffym@unison.ie](mailto:duffym@unison.ie)

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Our focus this month is on 'Relationships' and I hope that you enjoy reading the articles that Michael Duffy has sourced for us this month as much as I have. Gee we have some talented authors and some inspirational stuff here! To quote one of our contributors, Stephen Blakey (The Work of a Relationship Coach): "Relationships are probably the greatest source of joy and the strongest cause of sadness in our lives... Unattended relationships all too easily go bad. Cared for, they enrich lives beyond measure!"



We look in this focus at our relationships with ourselves, with others, with our environment, our 'significant other' and our 'higher power'. What stands out to me is how essential it is to develop an excellent relationship with all of the above!

We also look at the work of relationship coaches, how to become a relationship coach and how to find the right coach for you.

A couple of things to think about...

Aren't all coaches relationship coaches?  
Is it possible to have a truly great relationship with another before you have a truly great relationship with yourself?

I'll finish with another quote from one of our authors... this time the Universe:

"There isn't a soul on the planet... who doesn't crave your approval"

Wow!

Wishing you GREAT relationships!

*Milly*

**Milly Shand**  
Editor

[editor-newsletters@the-eci.org](mailto:editor-newsletters@the-eci.org)

**Do you fancy writing for us?**

We are always looking for authors and contributors for

## Inspirational Quotations

“People will forget what you said, people will forget what you did, but people will never forget how you made them feel.”

### Unknown Author

“Be kind and merciful. Let no one ever come to you without coming away better and happier.”

### Mother Teresa

Taken from the e-book ‘Coaching Quotations’ by Jackie Fletcher  
[LINK](#)

## Readers Feedback

My connection with you has led me to join to ECI as an Associate. The website makes good reading and ECI looks like a good organisation. I appreciate the code of ethics its members are required to adhere to.

### David

this newsletter. If you have an article, quote, case study, tip, acronym, etc., or if you would like to give us your feedback or have a question or query, please contact our article resource manager, Michael Duffy on: [articles-newsletters@the-eci.org](mailto:articles-newsletters@the-eci.org)

**How about working with our team?**

We are looking for people to find great articles for our future newsletters. Please contact either Michael or Milly if you love research, reading and being part of a team.

## ECI update

### Boost your Business opportunities

I love coaching! I love the buzz I get when a client gets a breakthrough. I love the excitement of having new clients who think they are beyond help, and I love the sight of corporate ‘suits’ sitting with a look of bliss and peace on their face for the first time in years as I talk them through a meditation.

I am committed to my industry and have a business I am proud of. So why is it that when you meet some people, the first barrier that comes up is a negative news article they saw months ago in the national press.... Does anyone else get that or is it just me ?

So, what is the ECI doing to ensure that these stories are minimised? As head of PR, how do I make it easier for coaches to get business? Since starting a few months ago, we have contacted many national newspapers so that if they are doing a story on coaching, we get to add our bit. This input will concern the National Coaches Register and will recommend that readers log onto the site in order to check the credentials of their coach.

So, to raise your profile and ensure that your potential clients know what your credentials are, join the ECI today -  
<http://www.europecoachinginstitute.org/membership.php>.

Blissful Living until next issue.

**Andrea Waterhouse**  
Public Relations  
[pr@the-eci.org](mailto:pr@the-eci.org)

We would appreciate [your feedback](#) in relation to the newsletter.

## Positive Daily Actions to improve your Relationships

### Your Relationship with Yourself

Every day look in the mirror, focus on the good stuff, look yourself right in those beautiful eyes of yours, and say "I love you", or "You're great", or what about "Looking good, feeling great". If you don't feel up to that yet, try working up to it gradually; just say "You're ok", or maybe its time to say, "I forgive you".

### Your Relationship with Others

Vividly imagine what it is like to walk in the other person's shoes... see things from their point of view. Remember we all have the same very human needs and most significantly... we all need love and significance!

### Your Relationship with 'The One You Love'

Every day ask yourself what you can do to make the one you love even happier, do something to make them feel even more special every day. It doesn't have to be a big gesture, just a special

## The Work of a Relationship Coach

Piglet sidled up to Pooh from behind. "Pooh!" he whispered. "Yes, Piglet?" "Nothing," said Piglet, taking Pooh's paw. "I just wanted to be sure of you."

### A.A. Milne

Relationships are probably the greatest source of joy and the strongest cause of sadness in our lives. They create an intensity of emotions that seem to over-ride almost anything else that life can throw at us. When our relationships are going well, we can face into the wind and ride the storms. But when relationships are broken, that brokenness dominates our moods and distracts our attention.

In every part of life, our relationships play a hugely important role in determining how well we perform. Good relationships are good for our personal health, good for the business bottom line, and good for peaceful community – at home and at work!

"The most important single ingredient in the formula of success is knowing how to get along with people." Theodore Roosevelt

The success and quality of our personal and professional lives are directly connected to the quality of our relationships.

All this in turn highlights the importance of quality relationship coaching.

A good coach will work with clients to do three things:

- Make a clear and honest assessment of where they are today in their relationships. This will often involve recognising denial and accepting responsibility.
- Enable clients to define what the relationship will ideally look like within an agreed time scale. "If you knew you couldn't fail, what would this friendship look like in six months time?"
- Help clients to start setting smart goals which will move them forward on the journey from where they are today to where they really want to get to.

smile, a hug, a word of encouragement, a helping hand, or to say how much you love them. Don't just think something nice... say it!

### Your Relationship with 'Your Higher Power'

Whoever or whatever your 'higher power' might be, develop an attitude of gratitude. First thing every morning and last thing every night focus on the good stuff, look for the miracles... and be thankful.

Milly Shand  
[True to You Coaching](#)  
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### What the media is saying

There was an article about life coaching on BBC Radio 4 last month and if you want to hear it, you can link to the BBC website on [BBC Radio 4](#)

Coaching was also the topic of conversation in the 'In Business' programme on the 15th January. You can also listen to the show again by visiting the [BBC Radio 4 website](#).

Some of these smart goals might well involve developing a richer level of Emotional Intelligence Skills. Most of us have survived life pretty well despite a remarkably poor grounding in people skills. The good news is that we do not have to continue 'just getting by' but can grow and mature and develop new skills.

Many of those who hire a Relationship Coach do so because things have gone wrong. When relationships go bad, most of us just want to run away, to escape from the pain, and to find someone who will meet our needs. Part of the role of the coach is to help the client explore the 'second consequence' of their desire to escape, and to look beyond these immediate actions. It is not for the coach to shape the client's future decisions, but with an understanding that from the place of brokenness it is hard to see hope, the coach can help the client to explore a range of possibilities and therefore a range of possible goals.

Relationship Coaching is one of the most rewarding and exciting ways of enriching the lives of other people. In our relationships it seems that we are often travelling to a vague destination without map or compass, and we are not aware of what puts us off track. Untended relationships all too easily go bad. Cared for, they enrich lives beyond measure!

**Stephen A Blakey**  
Accredited Senior Coach (ECI)  
Senior Partner, C M S Partnership  
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We would appreciate [your feedback](#) on this article or the newsletter.

### Top Tips

Appreciate that you are never arguing with the person, but with their rules, which are just different to yours; not wrong, just different.... where can you compromise?

A great relationship comes from good, honest communication. Always find time to prioritise your partner no matter how busy your day gets and listen just as you would to a client.... who is more important.

## Ice Breaker

When we think of 'ice breakers' we can be forgiven for thinking of them in terms of 'breaking the ice' with a group of people that we are making a presentation to, and/or coaching. These catalysts can involve games, trivia and the like. However, what about an ice breaker suitable for a one-on-one with a client? Particularly with a client in the early stages of coaching, about whom we may not know a lot?

One approach can simply be to ask the client what was the best or happiest event that has occurred in their life since their last call, and also an event that was perhaps sad or annoying. Ask the client really to think about it before responding. While it is not suggested that the client be led in any way, this 'opener' or 'ice breaker' can be beneficial to both coach and client. It can get a session off to a meaningful start and give the coach a very good idea of the client's particular state of mind at the outset of the session.

**Michael Duffy**  
[duffym@unison.ie](mailto:duffym@unison.ie)

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Unconditional Love doesn't include changing the person to suit your profile of an ideal partner. Just love them for exactly who they are. Choose to love them, or choose not to; don't give your power away and go for tolerating.

Maintain who you are as an individual, that's the person your partner fell in love with, not a dampened down version of someone you think they may like better. Be yourself.

Give with your whole self, don't attach any meaning to it. Giving is reward enough itself.

Be spontaneous. If you feel like driving to the coast in the middle of the night and listening to the sea, do it.... Life's too short to be complaisant and dull, keep things interesting.

Spend time alone, with your own friends, with joint friends, as a family, and with your partner, separately and regularly. It's what keeps life interesting.

Smile and reminisce about when you first got together. Look at each other in that way. set up a scenario which is similar to your first date. Patterns and triggers, you don't know where it may lead.

**Andrea Waterhouse**  
[andrea@blisslifecoaching.co.uk](mailto:andrea@blisslifecoaching.co.uk)

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We would appreciate [your feedback](#) on this article or the newsletter.

## The Perfect You!

Nobody's perfect. This is not a perfect world. If only I were perfect. Why can't I find the perfect partner?

What is perfection? A dictionary might say "the state of being without a flaw or defect". To most of us, it is relevant to what we know our world to be (or think we do). It can what we expect to receive based on our own, sometimes limited, expectations. If we think 3rd class or 2nd class as perfection. If we live in a cold climate and dislike it, we might think of a temperature climate as a perfect environment. Like beauty, it is in the eyes and mind of the beholder. It is relevant to our beliefs, values and our conditioned expectations.

## Offers and Ideas

### Free offers!!!

Skype is a little programme for making free calls over the internet to anyone else who also has Skype. It's free and easy to download and use, and works with most computers.

[Download Skype](#) now or [learn more about Skype](#) (incl. screenshots).

### Apparently, these really do work . . .

#### 1) Emergency Number:

The Emergency Number worldwide for Mobiles is 112. If you find yourself out of coverage area of your mobile network and there is an emergency, dial 112 and the mobile will search any existing network to establish the emergency number for you, and interestingly ...this number 112 can be dialled even while the keypad is locked. Try it out.

#### 2) Locked the keys in the car? Your car has a remote?

This may come in handy someday. Good reason to own a cell phone: If you lock your keys in the car and the spare keys are home, call home on your cell phone. Hold your cell phone about a foot from your car door and have the other person

There is, however, a time in all our lives when we are perfect; when we have no vices, no malicious thoughts, no fears, no destructive energies, no negatives, no self esteem issues, no financial debts, no hang ups, no stress and no worries! This magical moment in our lives is the day we are born. As a newborn child we are perfect in the real meaning of the word. We are as nature made us.

How can we continue to be perfect and live a perfect life? Impossible, you might say. Life conditions us, tempts us, influences us and we feed on the offerings it serves up. Pursuit of perfection is replaced by succumbing to temptation. Some good yes...but alas, a lot bad! Well today, let us return to who we really are. Let us return to that perfect being we once were. Let us give birth to ourselves all over again. Not the born-again Christian type of rebirth (though that is truly great in itself), but in a universal sense. Be born again with the knowledge that you have acquired throughout your life present in your mind.

Today is your first day in the world. Today you have all the knowledge that you have acquired during your less-than-perfect life to help you.

This instant, be you. This instant, be born anew. This instant, be the perfect person you really are.

**Michael Duffy**  
[duffym@unison.ie](mailto:duffym@unison.ie)

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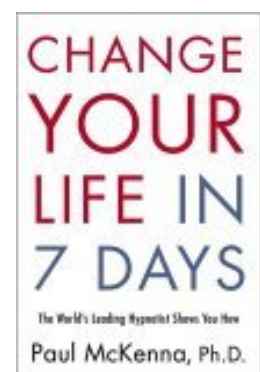
We would appreciate [your feedback](#) on this article or the newsletter.

## Recommended Reading

### [Change Your Life in 7 Days](#) by Paul McKenna

It's a big claim... that you can change your life in 7 days – but you really can! Paul McKenna's book isn't just for reading, it's about being and about doing; doing the things that are going to re-focus your mind and de-hypnotise you from your negative conditioning.

Exercises include "Reprogramming your self-image for success", "The



at your home press the unlock button, holding it near the phone on their end. Your car will unlock. Saves someone from having to drive your keys to you. Distance is no object. You could be hundreds of miles away, and if you can reach someone who has the other "remote" for your car, you can unlock the doors (or the boot).

### 3) Hidden Battery power

Imagine your cell battery is very low, you are expecting an important call and you don't have a charger. Nokia instruments come with a reserve battery. To activate, press the keys \*3370# . Your cell will restart with this reserve and the instrument will show a 50% increase in battery. This reserve will get charged when you charge your cell the next time. NB Only with Nokia phones.

### Great questions to ask

"What memories will you create with this action?"

When a client is deciding on a course of action this question will bring home to them the fact that there will come a day when it will be history..... how will

negativity fast" and a fabulous "Immune-system booster"!

The book includes a free "Mind-Programming CD". I would recommend setting your alarm ½ an hour earlier and lying in bed listening to Paul's hypnotic voice on your personal CD player... wow, what a great way to start the day!

For the coach, this book is a personal development booster, and a reminder of some of our established coaching skills and methods. It's also a good resource for more skills to help our clients.

**Milly Shand**

[www.truetoyoucoaching.com](http://www.truetoyoucoaching.com)

We would appreciate [your feedback](#) to this review or the newsletter.

## Positive daily actions

### Your Relationship with Yourself

Every day look in the mirror, focus on the good stuff, look yourself right in those beautiful eyes of yours, and say "I love you", or "You're great", or what about "Looking good, feeling great". If you don't feel up to that yet, try working up to it gradually; just say "You're ok", or maybe its time to say, "I forgive you".

### Your Relationship with Others

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### Your Relationship with 'Your Higher Power'

Whoever or whatever your 'higher power' might be, develop an attitude of gratitude. First thing every morning and last thing every night focus on the good stuff, look for the miracles... and be thankful.

**Milly Shand**

they and others  
remember it.....?

**Michael Duffy**  
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### Acronym

#### FINE

Fed up  
Insecure  
Neurotic  
Emotional

... a tongue in cheek  
acronym for a  
relationship focus!

#### SMART

Stephen Blakey refers  
in his article "The  
Work of a  
Relationship Coach"  
to SMART goals,  
which are of course...

Specific  
Measurable  
Attainable  
Realistic  
Tangible

### Thought of the Month

A message from the  
Universe

The only difference...  
between a friend and  
a foe, Is that YOU'VE  
decided... where love  
will grow.

There isn't a soul on  
the planet... who  
doesn't crave your  
approval.

Mike Dooley©  
[www.tut.com](http://www.tut.com) ®

We would appreciate [your feedback](#)  
to this article or the newsletter.

## Survey Request

### Who's Who In Coaching – Who Shaped It, Who's Shaping It

Coaching is a derivative of many fields and the innovative thinking of great pioneers. It is important to recognise the major distinctions between coaching and disciplines such as therapy, mentoring and consulting, and that coaching has its foundations in these disciplines. Since 1995, the field has grown from two coach training schools to 180, from three professional associations to nine, and from zero magazines or journals focusing on coaching in 2000 to eleven in 2005 (Dr. Rey. Carr, [Peer Resources Network](#)). Coaching, still in its infancy, is seeking to establish itself as separate and unique from the disciplines that contributed to its foundation. Inside the field, there are many divergent opinions of what coaching is and whose approach is best. Outside the field, there is even more confusion among clients and the public at large as to what constitutes coaching. This confusion is in part the result of a lack of awareness or recognition of coaching's evolution; without knowing its roots, how can the tree trunk be strong and the branches grow and thrive? In addition, what little is known about the history is up for grabs – there is no definitive or agreed history available.

At the First ICF Coaching Research Symposium in November 2003, Dr. Irene F. Stein wrote:

"Certainly, a field of coaching studies would draw its roots from many existing bodies of theory - just as most new fields arise from previous knowledge. And the application of coaching theory can be very broad, encompassing such diverse practices as 'executive coaching,' 'spiritual coaching, and using coaching skills as a parent. Using a 'tree' model that depicts the trunk ... as the set of theories and practices ... common to different coaching applications, I see that trunk as being what 'we know when we see it.' Though I would define the field of coaching studies as the whole tree from just below ground level, a big part of our work as researchers and scholar-practitioners is to define the trunk that is supporting the whole tree. The stronger the trunk, the more bountiful the branches can

## Words of the month

With our focus for October on relationships, our words of the month could only be:

### Listen

Dictionary definitions:

- To make the effort to hear something
- To attentively hear a person speaking
- To give attention with ear to
- To take notice of

### Communicate

Dictionary definitions:

- To impart, transmit (news, feelings, ideas, etc.)
- To have social dealings
- To be connected

### Trust

Dictionary definitions:

- To have a firm belief that a person may be relied on
- Confident expectation

become.”

Many people are conducting research on the ‘trunk’ and ‘branches’, and there is added value in researching the ‘roots’ of the tree. Many professional coaches, trained and untrained, have little or no understanding of the foundation on which the field rests. In addition, there is considerable public and verbal misinformation about the history of the early years of coaching. In the past ten years of my coaching experience, much of the who, what and how of those beginning years has been obscured. When Thomas Leonard died early in 2003, much of the history was actually lost to us. As coaching develops and matures, there is much to be gained from knowing where we came from (our roots) and how we got to where we are today (our trunk and branches). My research seeks: 1) an accurate recording of the emergence of coaching; 2) a ‘who’s who’ of key individuals; 3) a map of coaching school interrelationships; and 4) a history of key professional associations.

Primary research methods are firstly literature search and review, and secondly, survey and interviews. The results will be consolidated in mind-maps, an integrated timeline, and a ‘who’s who’. Every effort will be made to gather accurate information, and where information is disputed, it will be identified as such.

### Survey Request

You are eligible to complete this survey if you are:

- an established coaching organisation
- a coach training school or programme
- an academic or educational institution which offers, or is considering offering, coaching education
- a significant purchaser or provider of coaching
- a professional in a related profession (psychology, organisation development, human resources, etc.)
- a professional coach

Your participation in the “Who’s Who In Coaching” survey should take 15-20 minutes to complete. Your input could make a difference in creating an accurate representation of the evolution of coaching. For survey instructions, please go to [www.coachingwhoswho.com/survey.htm](http://www.coachingwhoswho.com/survey.htm). You may leave your name and contact information at the end of the survey if you would like to receive the aggregate results. All answers are anonymous and contact information will not be associated with your

Responsibility

## Relationship Humour

### WIFE vs. HUSBAND

A couple drove down a country road for several miles, not saying a word.

An earlier discussion had led to an argument and neither of them wanted to concede their position.

As they passed a barnyard of mules, goats, and pigs, the husband asked sarcastically, "Relatives of yours"

"Yep," the wife replied, "in-laws"

## Features in forthcoming newsletters:

### November – Focus on Peace

- Inner peace
- Meditation
- The effect of mass meditation on the community
- Coaching peaceful solutions to a troubled mind
- Coaches helping with harmony

questionnaire responses. Upon completion, you may also nominate yourself for the "Who's Who in Coaching".

Vikki Brock is a Master Certified Coach and Certified Executive Coach. She spent 21 years in Corporate America as manager, facilitator, trainer and consultant prior to becoming a coach. Vikki was awarded the Certified Mentor Coach designation from Coach U in 1998 and earned an Executive MBA from the University of Washington. She is currently working on a PhD in Coaching and Human Development.

[Call Me Coach!](#)

## ECI Workshop Sponsorship

The ECI is providing the opportunity for each workshop and/or course run by it's members, to be sponsored and supported by The ECI.

What this means is that to benefit from the sponsorship and support of The ECI for your workshops, courses and/or events please register your interest with Tina Sibley @ [conferences@the-eci.org](mailto:conferences@the-eci.org). As part of your registration email please provide the following details:

- a. Course and/or Workshop Title
- b. Organisation Name
- c. Outline description of the course and/or workshop
- d. Name of coach
- e. Membership status with The ECI
- f. Date or dates that the course and/or workshop and/or event is scheduled.

On receipt of this information, the application will be processed through our supported course and/or workshop process and you will be notified of your sponsorship.

## Accredited Training Courses and Workshops

### CTECI - Full Coach Training Programme

- Life & Executive Practitioner Coach Diploma (DipNMC)  
Noble Manhattan Coaching  
[info@noble-manhattan.com](mailto:info@noble-manhattan.com)
- The LCH Diploma in Life Coaching  
Achievement Specialists  
[enquiries@achievementspecialists.co.uk](mailto:enquiries@achievementspecialists.co.uk)

- Inner peace affecting world peace
- The most peaceful places on Earth
- An inspirational person
- What peace means to you (peace from the perspective of a policeperson, a life-coach, a housewife / husband, a bus-driver, a free-spirit, a senior citizen, a soldier, a priest, etc.) – just a word, a one-liner or a paragraph

### ***December – Focus on Communication***

- Influential communication
- Communicating with words, mind and body
- Listening
- Communication resources (the World Wide Web, etc.)
- Are we more mobile because of our advanced communications, or are our communications more mobile than us?
- What are we losing because of our advanced

- Diploma in Personal and Executive Coaching  
Executive Coaching  
[info@executivecoaching.ie](mailto:info@executivecoaching.ie)
- Diploma in Life & Business Coaching  
Mindstream  
[info@mindstream.ie](mailto:info@mindstream.ie)

#### **SCECI - Short Courses**

- Quantum Goal Achievement  
Noble Manhattan Coaching  
[info@noble-manhattan.com](mailto:info@noble-manhattan.com)
- The Body Transformation Programme  
Scintilla
- Coaching Human Potential and Peak Performance  
Scintilla
- Coaching Futures! Innovation and Strategic Creativity  
Scintilla

#### **WSECI - Workshops**

- Results Coaching  
Noble Manhattan Coaching  
[info@noble-manhattan.com](mailto:info@noble-manhattan.com)

Further details can be found at [www.europeancoachinginstitute.org/coach\\_training/](http://www.europeancoachinginstitute.org/coach_training/)

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forms of communication?

- The positive side of advanced communication
- Psychic communication (listening on level III)
- Communicating your ideas
- An inspirational person

**January – Focus on Energy**

**February – Focus on Focus!**

Other ideas very welcome! Send them to [articles-newsletters@the-eci.org](mailto:articles-newsletters@the-eci.org)

**Missed a copy?**

If you've missed an earlier edition of our newsletter, don't worry, you can catch up at: [LINK](#)

#### Disclaimer

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#### Article Resource Team

- positions available

#### Panel of Experts

- to join the panel of experts, email [Milly Shand](mailto:Milly Shand)

#### Proof Reading

- Caroline Vidican

#### Editor-in-Chief

- Dawn Campbell

***Please don't forget to promote the ECI to like-minded friends, clients and colleagues by forwarding them a copy of this newsletter.***



# The ECI

A force for good in coaching!

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