



## Gratitude

### Index of regular at a glance features

- [Coaching Top Tip](#)
- [Monthly Meditation](#)
- [Definition of Gratitude](#)
- [Inspirational Quotation](#)
- [Readers Feedback](#)
- [Positive Daily Actions](#)
- [What the media is saying](#)
- [Ice Breakers](#)
- [Offers & Useful Information](#)
- [Great Questions](#)
- [Acronym](#)
- [Thought of the month](#)
- [Word of the month](#)
- [Humour](#)
- [Future Features](#)
- [Newsletter Team](#)
- [Copyright](#)
- [Disclaimer](#)

### Monthly Meditation

Anything worthwhile takes effort and practice. Meditation is no different. To get the most benefits from the practice, practice everyday. Use the following tips to move you forward:

1. Sit with a straight back. If you try meditating lying down you're likely to fall asleep.
2. Don't eat before meditating. Digestion will make you feel sluggish.
3. Meditate in a chair, as long as the back is straight. The lotus posture is not necessary.
4. Try meditating with a meditation guided CD in the beginning if you are finding it too difficult on your own.
5. Although meditating in the morning is considered the best time to meditate by some experts find a time that suits you.

Concentrate on one thing at a time. This can be challenging at first so one helpful way to overcome this is to use the following techniques of concentrating on a candle flame or small dot or flower or using a mantra. For example use the mantra AUM and repeat. This forces the mind to focus on a single thought.

### Coaching Top Tip – Expressing Gratitude to Clients

These days it is easy to become complacent in regards to clients and what they mean to your business. Without them, your business would fail.

Thanking your clients will show your recognition to them that they are important. The message needs to be genuine and personalised.

Therefore expressing appreciation to your clients is a vital ingredient to doing business.

"Feeling gratitude and not expressing it is like wrapping a present and not giving it."  
William Arthur Ward

### Index of Items

- [Editors Letter](#)
- [The ECI](#)
- [Article – Encouraging Gratitude in Clients – How to Get More Referrals](#)
- [Accredited Training Courses and Workshops](#)
- [ECI Benefits for our Members](#)
- [Top Tips to Make Gratitude Part of Your Day](#)
- [Members Offers](#)
- [ECI Sponsored Workshops](#)
- [Article – Adopt an Attitude of Gratitude](#)
- [Recommended Reading](#)
- [Article - Using A Gratitude Journal in Coaching](#)

### Editors Letter

Hello Everyone

Welcome to the February edition of the newsletter.

With the holiday season gone it is an excellent time to pause and reflect on the wonderful year that has ended and look ahead to the year that awaits.

Gratitude, which is simply being thankful or appreciative, is a simple process that sometimes becomes lost in the fastness of society. How many times have you forgotten to say thank you to someone because you were in a hurry or not really appreciated something until it gone? It is important to stop and look at all the wonderful things in your life instead of looking at all the things that are missing and all that you want.

Being grateful is state of being, a way of life that can take some practice if you are not that used to it. The benefits however are endless.

Christiane Northrup said **"Feeling grateful or appreciative of someone or something in your life actually attracts more of the things that you appreciate and value into your life."** This month take the time to be thankful for everyone and everything in your life.



*Anna.*

Anna Cairo, Assoc  
Newsletter Editor  
[anna@the-eci.org](mailto:anna@the-eci.org)

### The ECI

How important is it for coaches to continually market their own coaching practice? The Coach Referral Service provides each Accredited Coach with the opportunity to promote themselves as part of their membership.

To enter your details on the Coach Referral Service, it's a simple process. Login to the members area (<http://www.europeancoachinginstitute.org/members/>) and select the following members options:

- Training – enter your training course details using this menu option.
- Workshops – this gives you a chance to enter all the workshops that you have attended.
- Accreditation – your ECI accreditation details will be displayed. Don't forget to enter any other accreditations that you may have.
- Business Details – select the types of business that your coaching practice encompasses.
- Organisation Memberships – enter all the business organisations for which you are a member. For example, Chamber of Commerce.
- Insurance – this allows you to display your Professional Indemnity Insurance policy details.
- Edit Details – to enter the languages you coach in, your coaching speciality, short description, approach to coaching, a few words from the coach and a number of your testimonials.

Once you've updated all your details, **select the Display option**.

Selecting 'yes' will display your information on the ECI's Coach Referral Service web-pages [http://www.europeancoachinginstitute.org/coach\\_referral\\_service/search.php](http://www.europeancoachinginstitute.org/coach_referral_service/search.php) and also on the International Coaching Register [http://www.internationalcoachingregister.org/icr\\_content/icr\\_alphabetic\\_display.php](http://www.internationalcoachingregister.org/icr_content/icr_alphabetic_display.php).

Don't forget to check that the details you've entered are those you want displayed.

An important point to note is that to protect you from spam emails but to allow you to be contacted, anyone wishing to contact you directly can do by clicking on the 'I wish to contact ...' button. This will send you an email to your registered email address.

We look forward to seeing you included in the Coach Referral Service.

So you are asking yourself, how can I become an Accredited Coach? To apply for an internationally recognised coaching standard, the ECI's coach accreditation process can be found by selecting the Members Upgrade option, which takes you through to the following web-page - [http://www.europeancoachinginstitute.org/accreditation/accred\\_upgrade.php](http://www.europeancoachinginstitute.org/accreditation/accred_upgrade.php).

As a coach who has trained on an accredited training course, please remember that there is a simplified process for achieving your accreditation.

Any questions or concerns about becoming an accredited coach just [email](#) the ECI's Intl. Head of Accreditation – Cherry Claus.

[return to the index](#)

## Encouraging Gratitude in Clients – How to Get More Referrals

Alun Richards

If you have had a client who has benefited significantly from your coaching, it is only natural that they are grateful. But many coaches shy away from leveraging this gratitude to help their coaching practice.

So while experienced coaches use referrals as a key part of their marketing, inexperienced coaches often do not ask for referrals. This may be because they are afraid of a "no", because they do not realise the value of referrals, or perhaps they may not know how to go about it.

The fact is, if you've really helped someone, it is human nature that your client shows their gratitude by telling other people about you. In asking for referrals you are simply formalising this process so it works better for you.

While this article can't help you with being afraid of a "no", we can set out the value of referrals, and guide you through the process of how you ask for one.

But lets start with the "why".

Why Do Experienced Coaches Ask For Referrals? The answer is simple – it is because it is a personal recommendation from a friend. And because it is a personal recommendation:

- The contact with your new client is much more likely to result in business.
- That business is likely to be for a higher value.
- The lead-time to a decision is likely to be shorter.

Having given a referral, your referring client is likely to be more loyal (due to Cialdini's Social Proof). Because you're introduced via a trusted friend, there is inherently and immediately more trust in the relationship. But how do you do it? The key is to systematise it, make it so it happens automatically. The first step is to hold a review meeting with your client.

### Definition of Gratitude

Noun

*a feeling of thankfulness and appreciation*

<http://www.wordreference.com/>

or

*the feeling or quality of being grateful*

<http://dictionary.cambridge.org/>

[return to the index](#)

### Inspirational Quotation

"To educate yourself for the feeling of gratitude means to take nothing for granted, but to always seek out and value the kind that will stand behind the action. Nothing that is done for you is a matter of course. Everything originates in a will for the good, which is directed at you. Train yourself never to put off the word or action for the expression of gratitude."

Albert Schweitzer

[return to the index](#)

### Positive Daily Actions

Thoughts build your life. Have a few positive saying that you can use everyday.

You can't have a perfect day *without* doing something for someone who will *never* be able to repay you.

[return to the index](#)

**What the Media is saying**

Coaches Wanted in the Game of Life [The New York Times](#)

Degrees of gratitude [The Guardian](#)

Foibles... Life coaching [The Guardian](#)

Is teaching the right career for you? [Times On Line](#)

[return to the index](#)

**Ice Breakers**

**For Clients Who Struggle With Confidence In The Workplace**

1. Discover the emotional state/resource client needs to have it going well for her.
2. Ask her what animal would symbolise that state / resource for her.
3. People are often surprised and interested in what they come up with for themselves!
4. Facilitate her identifying with that animal and discovering her experience in the moment being that animal ... e.g. physical posture, feelings, sound of voice, beliefs ... etc. Usually additional yummy resources.
5. Then imagining herself in those situations in the future identifying with and 'being' that animal ... facilitate her noticing how she looks, feels, sounds, behaves ... what's different ... and how do the men respond to her now?
6. Act 'as if' homeplay ... and building on the positive experiences I know she'll have from learning about this technique with you ... and all the stuff you're doing together!
7. Before each situation where she wants these resources to visualise her animal, 'stepinto' being it ... and voila.

Oooo ... and encourage her to take the first animal she gets however bizarre it might be re 'what's this got to do with anything?' Once she begins exploring its attributes and characteristics she'll be discovering exactly the kinda things that will support development.

Sharon Eden MA [www.womenofcourage.co.uk](http://www.womenofcourage.co.uk)

[return to the index](#)

**1. Book a Review Meeting**

One way is to book a slot with your coaching client (or sponsor, if it is in an organisational context) after you've delivered a piece of work. Pitch it as a client feedback session or review meeting. In the meeting, ask for what went well, and what needs more attention.

Naturally, the "what needs more attention" is a cue for selling them more business. Work to understand what the issues are, the scope of them, and what can be done to put them right. Agree on the actions you will take.

For what went well, note it down, send it back in an email and ask if you can use this as a testimonial. We're now part way to a referral. Now comes the referral request.

**2. Ask for Referrals!**

In order to get referral business, you do have to ask for it. Many coaches simply do not do this.

Think about your client for a minute. Unless they have just landed from another planet, your client (or your sponsor) must know other clients in the same business or industry. And if they have had good service, their natural inclination is to tell their friends and colleagues.

So, while you are face to face, ask if there are three others in his/her position in other companies in the same industry that might benefit from your services. Write down their titles and names. Ensure you get the spelling right. Ask if you could contact them, but would your client mind dropping them a quick email first (or a quick call) explaining that you will be calling them, as your sponsor thinks they might benefit?

And ask for three referrals, not one, and you will more than likely get three. Of course, this can work within organisations, too. And that is even easier.

It is natural for your client to be grateful for your coaching services provided. Referrals are there if you ask for them. Get into the habit of leveraging this gratitude and following up.

You are likely to pick up more business from your existing client and you will gain more referrals. Even if neither avenue is open right now, they will remember you took the time to make sure your work was right. So next time you approach them, it is more likely you will get a referral.

And remember to be grateful yourself and thank your client following their referrals. They have made a significant gesture for you and this must not go unrecognised.

Gratitude for your services can lead to referrals. Successful coaches build their practice with referrals. Getting referrals is straightforward and natural. Ask for a referral when you are next undertaking a periodic review with your client.

Alun Richards, Assoc  
[www.nichecourse.co.uk](http://www.nichecourse.co.uk) [alun.richards@siemens.com](mailto:alun.richards@siemens.com)  
 © 2008 Alun Richards. All Rights Reserved.

[return to the index](#)

**Accredited Training Courses and Workshops**

**Full Coach Training Courses**

- Diploma in Life & Business Coaching  
Mindstream  
[info@mindstream.ie](mailto:info@mindstream.ie)
- Diploma in Management and Executive Coaching*  
*International Coaching and Training Institute*  
**accreditation applied for**
- Diploma in Personal and Executive Coaching  
Executive Coaching  
[info@ecsl.eu](mailto:info@ecsl.eu)
- LCH Diploma in Life Coaching (The)  
Achievement Specialists  
[enquiries@achievementspecialists.co.uk](mailto:enquiries@achievementspecialists.co.uk)
- Life & Executive Practitioner Coach Diploma (DipNMC)  
Noble Manhattan Coaching  
[info@noble-manhattan.com](mailto:info@noble-manhattan.com)
- Life & Executive Senior Coach Diploma (SNMC)  
Noble Manhattan Coaching  
[info@noble-manhattan.com](mailto:info@noble-manhattan.com)



**Offers & Useful Information**

**HOUSE FIRES**

This is one of those e-mails that if you don't send it, rest assured someone on your list will suffer for not reading it. The original message was written by a lady whose brother and wife learned a hard lesson this past week.

Their house burnt down... nothing left but ashes. They have good insurance so the house will be replaced and most of the contents. That is the good news.

However, they were sick when they found out the cause of the fire. The insurance investigator sifted through the ashes for several hours. He had the cause of the fire traced to the master bathroom. He asked her sister-in-law what she had plugged in the bathroom. She listed the normal things...curling iron, blow dryer. He kept saying to her, 'No, this would be something that would disintegrate at high temperatures'. Then her sister-in-law remembered she had a Glade Plug-In, in the bathroom.

The investigator had one of those 'Aha' moments. He said that was the cause of the fire. He said he has seen more house fires started with the plug-in type room fresheners than anything else. He said the plastic they are made from is THIN. He also said that in every case there was nothing left to prove that it even existed. When the investigator looked in the wall plug, the two prongs left from the plug-in were still in there.

Her sister-in-law had one of the plug-ins that had a small night light built in it. She said she had noticed that the light would dim and then finally go out. She would walk in to the bathroom a few hours later, and the light would be back on again. The investigator said that the unit was getting too hot, and would dim and go out rather than just blow the light bulb. Once it cooled down it would come back on. That is a warning sign ...

The investigator said he personally wouldn't have any type of plug in fragrance device anywhere in his house. He has seen too many places that have been burned down due to them.

[return to the index](#)

**Great Questions**

When considering how to bring more gratitude into your life, consider the following questions:

- What or who am I thankful for?
- What is the best use of my time and energy?
- What change/s can I bring into my life?
- How can I be thankful everyday?

[return to the index](#)

- ☐ Life & Executive Master Coach Diploma (MNMC)  
Noble Manhattan Coaching  
[info@noble-manhattan.com](mailto:info@noble-manhattan.com)



Further details on all these courses and workshops can be found at [http://www.europancoachinginstitute.org/coach\\_training/programme.php?Level=CTECI](http://www.europancoachinginstitute.org/coach_training/programme.php?Level=CTECI)

**Short Courses**

- ☐ Coaching Skills for Managers  
Reed Learning plc  
[tim.runacre@reed.co.uk](mailto:tim.runacre@reed.co.uk)
- ☐ Quantum Goal Achievement  
Noble Manhattan Coaching  
[info@noble-manhattan.com](mailto:info@noble-manhattan.com)



Further details on all these courses and workshops can be found at [http://www.europancoachinginstitute.org/coach\\_training/programme.php?Level=SCECI](http://www.europancoachinginstitute.org/coach_training/programme.php?Level=SCECI)

**Workshops**

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



Further details on all these courses and workshops can be found at [http://www.europancoachinginstitute.org/coach\\_training/programme.php?Level=WSECI](http://www.europancoachinginstitute.org/coach_training/programme.php?Level=WSECI)

[return to the index](#)

**ECI Additional Benefits for our Members**

Professional Indemnity Insurance – [Click here for more details](#)

TAXCafe® - [Click here for more details](#)

Coaching Hours Log – [Click here for access to the log](#)

C.P.D. (continuous professional development) Log – [Click here for access to the log](#)

[return to the index](#)

**Top Tips to Make Gratitude Part of Your Day**

1. Choose to be grateful everyday
2. Use Affirmations 'I am grateful for..' or 'I feel so thankful that..'
3. Answer the question - 'what am I most grateful for in my life today?'
4. Focus on what you have not on what you don't have or want
5. Adopt a positive attitude
6. Do the things you love
7. Give Something Away to a charity organisation or volunteer your time
8. Use the words 'thank you' everyday
9. Smile at a complete stranger
10. Be persistent and practice everyday

"Let us rise up and be thankful, for if we didn't learn a lot today, at least we learned a little, and if we didn't learn a little, at least we didn't get sick, and if we got sick, at least we didn't die; so, let us all be thankful."  
Buddha

[return to the index](#)

**Members Offers**

Build a Booming Business – Betska K-Burr, MECI – [Click here for more details](#)

Get Known Fast – Tessa Stowe, Assoc – [Click here for more details](#)  
*Your 'Get Known Fast' programme was super value for money and I want to thank you so much for changing my life in many ways Tessa! – [click here](#) for the testimonial written by a member of the ECI*

The Science of Getting Rich – Barbara J. Dalpra, FECI – [Click here for more details](#)

**How would you benefit if you were to promote your own business offers to the ECI's membership? [Become a member today.](#)**

[return to the index](#)

## Acronym

G – great  
R – reality  
A – assumes  
T – truthful  
I – intuition  
T – trusting  
U – unique  
D – discussions  
E - eternally

Barbara J. Dalpra FECI  
[www.nyasa.biz](http://www.nyasa.biz)  
[barbara.dalpra@nyasa.biz](mailto:barbara.dalpra@nyasa.biz)  
© 2008 The Nyasa Partnership  
Limited. All Rights Reserved

[return to the index](#)

## Thought of the month

"Gratitude is not only the greatest of virtues, but the parent of all the others"

Cicero

[return to the index](#)

## Word of the Month

### Gratia:

The word *gratitude* comes from the medieval Latin words *gratitudo* and *gratus* which mean "thankful." Interestingly, these words are related to the Latin word *gratia* which means "favor," "grace," or "gift." Gratitude is significant because it is a sign of self-transcendence, that is, the capacity to step out of ourselves.

[return to the index](#)

## ECI Sponsored Workshops

The ECI offers their Members with the opportunity to promote their own workshops and short courses. It is important to note that these short courses and workshops are *not verified* by the ECI, and therefore they are not subject to the same scrutiny as the ECI Accredited Courses and Workshops.

### "Give Yourself the Gift of Health" Short Course

Rainbow Promise Health

[Click here](#) for more information

### "Putting Ageing into Perspective" Workshop

Mowat Research Ltd.

[Click here](#) for more information

### "The Positive Parenting Made Easy" Workshop

Positive Parents – Confident Kids Coaching Ltd.

[Click here](#) for more information

Take this opportunity to promote your short courses and workshops. [Become a member today](#) and email the details to [members-offers@the-eci.org](mailto:members-offers@the-eci.org).

[return to the index](#)

## Adopt an Attitude of Gratitude

Arvind Devalia

Are you grateful for your life? Or do you whinge about everything?

Gratitude is all about appreciating the things you have in your life. Are you aware of all the goodness around you? The fact that you are breathing and reading these printed words is a marvel in itself. How often we take something for granted and then miss it as soon as it has gone. Many a time a loved one has left us, only for us to wish we had told them just how much they meant to us.

Gratitude is a way of reaching back to our natural state of happiness. You get to notice what is right instead of what is wrong and begin to see every "problem" as an opportunity for growth and development. Is your glass half full or half empty?

I challenge you this week to begin to value all the goodness and beauty around you. This can be as majestic as a sunset or as simple as the feel of the clothes you wear. Be thankful for a gift from a friend, a child's smile, a stranger's kindness, having got home safely this evening and simply to be alive. Appreciate our variable summer weather too, for it is the rainwater that sustains all the nature around us.

Some of the happiest people I know live with an attitude of gratitude. Adopting such an approach is a life long commitment and here are my tips to get you started.

1. List the things in your life to be grateful for and which you take for granted, such as your health, home, family, friends, work colleagues, car, and so on. Add all the things that you could not survive without, such as sunlight, air, water and food. See how many things you can come up with. Keep this list with you, and refer to it anytime you get upset. See how long you remain upset!
2. Do something for someone for no reason other than simply wanting to do it. Have no attachment to the outcome. Pay for someone's parking, or compliment a stranger.
3. Post a card of appreciation to someone whom you have not been in touch with for a while. Go one step further and send cards to five people and tell them how much you appreciate them being in your life.
4. Send a thank you note to someone who has done something for you, significant or not. Get into a habit of sending such notes by post. Most mail nowadays is junk mail or bills. Light up someone's day. Create a trail of happiness behind you, as you go forward in your life.
5. Take time to feel awe and wonder at the world. See things as if for the first time ever. For instance, imagine just how fascinating a dog would look like to a child when seen for the first time. Slow down and notice the beauty around you. Stop and smell the roses.
6. Accept things as they are. No matter how much the situation has turned out differently to your expectations, it is the way it is. You don't know how much worse off you could have been, had things gone differently. Savour the current moment and be grateful for what is.
7. Focus on what is right in your life rather than what's wrong. Since we are so conditioned into noticing the negatives, we often overlook all the good in our life. Count your blessings and be thankful.
8. Say "thank you" as often as possible to all the people who make your life what it is. A smile and a simple thank you will do. This will have a magical effect on the person receiving your appreciation. They will feel that their efforts have been noticed and

appreciated. Play a game and count the number of "thank yous" you say. Then increase this number the next day. The opportunities to genuinely thank people are endless. For instance, next time you are at a checkout desk, show your gratitude and appreciation to the cashier. He and his colleagues have probably been up since the crack of dawn to make it possible for you to have your daily groceries and for you to eat.

Acknowledge your postman. Do you even know his name? See how his face lights up when you show an interest in his life. Very few people know the name of their postman who may have been delivering their mail for years. Ask him/her their name and make their day.

If you work in an office, acknowledge and get to know the cleaning staff. If they didn't clean up, you would soon know – it is not fun to work in a rubbish tip. Thank the men who collect your domestic refuse every week.

All the people you acknowledge will be truly touched. I have this enchanting vision that in the coming week, there will be all these grateful people spreading goodness around the world.

Arvind Devalia

[www.arvinddevalia.com](http://www.arvinddevalia.com) [arvind@getthelifeyoulove.com](mailto:arvind@getthelifeyoulove.com)

© 2007 Arvind Devalia. All Rights Reserved

[return to the index](#)

## Recommended Reading

### [Gratitude: A Way of Life \(Paperback\)](#)

by Louise L. Hay

In this book, Louise has gathered together the insights and wisdom of some of the most inspirational teachers and authors she knows, people who have demonstrated the power of gratitude in their own lives.



Renowned contributors include Wayne Dyer, Bernie Siegel, Doreen Virtue, Shakti Gawain, Alan Cohen and Dan Millman.

All profits from this book will benefit Louise's non-profit organization, The Hay Foundation.

In this volume, the author has gathered together the insights and wisdom of some of the most inspirational teachers and authors she knows, people who have demonstrated the power of gratitude in their own lives.

© 2008 [www.amazon.co.uk](http://www.amazon.co.uk)

[return to the index](#)

## Using A Gratitude Journal in Coaching

Noel Posus

Gratitude is one of the strongest emotional tools we have available to us as both individuals and as life coaches. When we take stock of what we are grateful for in our lives and experiences, the following benefits may be achieved:

- Reducing the frequency of thoughts and decisions made from the perspective of loss and/or guilt.
- Reducing stress and the effects of stress.
- Increasing general feeling of positivity and happiness.
- Increasing awareness of strengths and resources.
- Increasing awareness of our progress towards a goal.
- Increasing awareness of how we deal with life experiences, particularly difficult situations.
- Increasing awareness of the positive effects of our values, beliefs, attitudes, choices, actions, observations and feedback.

Many coaches use gratitude as a theme to assist their clients. It can help keep clients focused and it can facilitate a critical paradigm shift for some by moving the client's operating mental framework from one of "lacking" to one of "abundance". This can be of crucial importance in moving the client forward.

How to Create a Gratitude Journal.

Gratitude Journals can be written, or in audio or video format depending on what best suits the individual. Each style can be a strong reinforcement of the acceptance of what the individual is grateful for.

For example, by writing down what you are grateful for in your own handwriting, you are confirming in your own mind that what you are listing is something you are grateful for and is true and real. Similarly, speaking your gratitude out loud on a voice or video recorder has the same effect.

### Humour

A bus station is where a bus stops.

A train station is where train stops

On my desk, I have a work station .... what more can I say.....

Confucius say: "Man who runs in front of car will soon get tired."

OR

"Man who run in back of car gets exhausted."

[return to the index](#)

Most importantly, going back and re-reading your words, and/or listening and viewing your audio/video journal may dramatically increase your sense of appreciation and will assist you in remembering the abundance of your life and experience. When in this frame of mind achieving change is a much more straightforward process.

### Some Tips for the Coach

Here are some ideas to help you as a coach to utilise gratitude journals more effectively with your clients:

- Challenge your client to write, speak or video a journal entry consistently every day with whatever enters into their head about what they are grateful for that day.
- Each week (or at each session) have them do a Gratitude Presentation for you where they have to share the highlights of their gratitude experience since their last session.
- Consider working with your client on a very specific gratitude topic. For example, if the client is working on confidence, then they may wish to keep a journal highlighting the skills, techniques, attitudes, and approaches they have been practicing and the positive outcomes and lessons learnt from their actions. Over time, this type of journal is a testament to the growth of the individual in this particular area.
- Work with your client to learn how to replace negative thoughts with gratitude thoughts. For example, if the client "loses" the promotion, see if they can focus on what they have "gained" as well, and use gratitude to help make that paradigm shift.
- Ask the client for what they are grateful for from the coaching relationship, such as what they've gained and what value they are receiving. And be sure to tell them in return what you are grateful for.

A grateful heart has many benefits. Most of us are truly blessed in our abundance, but do not observe and appreciate all we have, always wanting more. Using this as a coaching tool can be a powerful experience for both the client and the coach.

"The person who has stopped being thankful has fallen asleep in life."  
Robert Louis Stevenson

Noel Posus – Master Coach  
[www.askacoach.com](http://www.askacoach.com)

© Copyright 2008 Noel Posus. All Rights Reserved

[return to the index](#)

### Future Features

#### March

- The Power of Positive Thinking

#### April

- Feedback - How to give and Receive

#### May

- Environment - Global Warming

#### June

- Energy and Health

#### July

- Building Your Business

#### August

- Self-esteem and confidence

#### September

- Passive Income

#### October

- Effective Communication

#### November

- Relaxation

#### December

- Volunteering

### Copyright

Articles and illustrations remain the copyright © of the originator; reproduction in any form is prohibited without their written permission.

All other material is copyright © ECI 1999-2008. All Rights Reserved.

## The ECI A force for good in coaching!

### Disclaimer

The opinions and the views expressed in The ECI's newsletter are those of the individual authors or contributors and are not necessarily those of the Editor or of The ECI. The ECI assume no liability for accuracy, errors or omissions in editorial or offer content. No advice or information given by contributors, The ECI or any other party shall create any warranty or liability. The ECI cannot accept any responsibility for any loss or damage that may arise as a result of any errors, omissions or inaccuracies in this newsletter.

This is your industry related e-newsletter so have your say here.

**Question** - What do you have to say that will inspire, motivate or support other coaches to realise their full potential?

**Answer** - Share your quotes, positive daily actions and coaching tips for the benefit of others in this newsletter. In addition, seize this free opportunity to raise your profile and increase your chances of being networked with by contributing an article. Don't worry if you're not an experienced writer, we'll help you edit it. Our publication guidelines are found by [clicking here](#).

We look forward to hearing your voice and an opinion, starting a debate or just raising an issue with us.

Send your submission to our [article resource manager](#).

### How about working with our team?

We are looking for people to find great articles for our future newsletters. Please contact our [Editor](#) if you love research, reading and being part of a team.

The ECI, P.O. Box 407, Ashford, TN24 8WS, UK  
[www.europeancoachinginstitute.org](http://www.europeancoachinginstitute.org)  
[newsletters@the-eci.org](mailto:newsletters@the-eci.org) [info@the-eci.org](mailto:info@the-eci.org)

Registered Office  
ECI Accreditation Limited, Roper Yard, Canterbury, Kent CT2 7EX, United Kingdom.  
Registered in England and Wales: 5009757

**Unsubscribe instructions:** We respect your wishes to no longer receive the newsletter from The ECI; therefore we ask that you return this email with 'UNSUBSCRIBE' in the subject line and a short explanation as to the reason.

