

# Define Yourself

*Each of us knows all. We need only to open our minds to hear our own wisdom. ~ Buddha*

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## WHAT IS NEW WITH ME?

You are one of 100 plus clients, friends and associates to whom I send this newsletter. I am expanding my business to include coaching and I wanted to let you know who I work well with and to ask you to be my partner in the further development of my coaching business.

Briefly, as a coach, I:

1. Help my clients set larger, better, more rewarding goals, both personal and professional.
2. Speak with my clients at least weekly to help them strategize and take action.
3. Ask more of my clients than they – or others - might ask of themselves.

My role is to be a great listener and a mirror to help my clients see themselves.

As you know, I have been personal training for 11 years. By adding the coaching service and weaving in the coaching principles, structures and technology, I can do far more for my clients.

Currently I am working with several coaching clients. We meet, usually by phone, every week. My business intent is to be working

with 20 new coaching clients by the end of the year. I rely on my current clients and colleagues, like you, for referrals.

I work best with the following types of clients:

1. People who are passionate, motivated, intelligent, and want the best
2. People who understand that growth comes from connection
3. People who are inquisitive
4. Value seekers

My retainer fee is \$250 per month for one weekly session.

Please keep me in mind when you run across anyone who matches one of the four types listed above. Also, if you know anyone who you think would benefit from coaching, including yourself, I am happy to spend 30 minutes discussing it to see if I can help.

In this newsletter you will find a voucher for one complimentary introductory coaching session. Please share it with someone or use it yourself. Thanks for your help.

### Articles:

- What is new with me?
- Do you ever feel stuck?
- 10 steps to a healthier attitude.

### Distinction:

Internal desire vs. external prompting.

### Simple Truth

Sometimes our light goes out but is blown into flame by another human being. Each of us owes deep thanks to those who have rekindled this light.

-Albert Schweitzer

## Do you ever feel stuck?

We say we want to make some major changes in our lives: lose weight, drink less, spend more time with the family, or clean out the closets. We feel very passionate about it but somehow we lose focus. Then we chastise ourselves for not making it happen. We let things we don't want get in the way of taking the steps towards what we do want.

There can be many reasons for this: fear of failure, fear of success, fear of others not approving of what we want to do, fear of financial ruin, fear of embarrassment. If you cannot seem to move forward it is important to become aware of your fear and how it is getting in your way.

The bottom line is that awareness is valuable, but taking action will move you forward. Action will always be required to make your dreams come true.

When I feel overwhelmed by trying to achieve something that seems too big for me I procrastinate. What finally gets me going is the realization that I can take it one little step at a time. I do not have to be "wonder woman." I just need to be humble, and gentle with myself, and move – eventually it creates momentum. I realize that I feel mentally healthy by just committing to the race. Procrastinating takes much more time and energy and does not make me feel productive.



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FOR ONE COMPLIMENTARY INTRODUCTORY COACHING SESSION CUT OFF THE TOP PORTION OF THIS PAGE, FOR YOURSELF, OR SHARE WITH A FRIEND!

*Presently I have eliminated the ezine because a.o.l. Users were having difficulty downloading it.*

Beginning July 6<sup>th</sup> I will teach a 4 -week class at El Camino College titled "Advanced Personal Development." R U curious?

*You are always welcome to e-mail me with any questions or thoughts.*

### ! 0 STEPS TO A HEALTHIER ATTITUDE

1. Understand that your attitude affects every area of your life.
2. Honestly evaluate your attitude over the long term and the short term, in general and in specific situations.
3. Understand that you have a choice, that you are in control.
4. Evaluate influences that cause you to feel the glass is half full or it is half empty.
5. Ask a coach or a trusted friend for honest feedback on what they see. Do you agree or disagree?
6. Determine how you can live consciously with a positive outlook in general and in specific areas.
7. Develop a "warning" system that allows you to choose the positive in potentially unhealthy situations.
8. Commit to monitoring your attitude for a specific period of time, intent on the positive. Evaluate your findings.
9. Allow your friends or a coach to hold you accountable in a gentle manner.
10. Commit to choose to be positive

We all have been imprinted by our past, and if it does not serve us well we can choose to change our conditioning. Shifts in the way we react to things take time and action. Remember challenges lead to growth, self-efficacy and self-respect. As we free ourselves from bad old habits we open up space for new opportunities.

**DISTINCTION:** Internal desire vs. external prompting  
As a part of adulthood a person surrenders to their desires and values and builds a life based on these rather than reacting to external prompting from institutions, the past, perceived consequences or the future.



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