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## THE COACHING ESSENCE

### Articles:

- \*The Coaching Essence
- \* Coach Training
- \* The Seven Habits of Highly Effective People – Steven Covey

**Distinction:**  
Respond vs. React

**Simple Truth**  
“ If you think you can, you can, if you think you can’t, you’re right.”

Mary Kay Ash

It is my intent to grow out of the personal training aspect of my business and become a full time coach. This change is a personal and professional transformation. As a coach I no longer design and monitor workouts. I challenge, support, and assist my clients in enhancing and designing their optimal personal and business life.

Coaching is about creating communication between the coach and the client that contributes positively to the client’s total life. The coaching process is the art of assisting people to move forward. Coaches help make transformations easier.

First, coaching is data based; the coach shares tools and skills learned through an accredited coaching school, their own certified coach, and from one-on-one client coaching. Coaches lead by being human and being effective at delivery and discovery.

Coaching is performance focused. Coaches focus on behaviors in the context of the effect they have (or do not have) on individual, or organizational performance.

Coaching is about creating a connection, and about mutual respect. The effectiveness of the

coach or coachee is based on the quality of the relationship. Rapport, trust, and permission are essential components to a great coaching relationship.

While coaching is a forward moving process, it is not rushed or reactive; it is responsive and gentle. It is focused on developing skills like listening more deeply, being proactive, and seeking to understand before being understood.

Coaching is not “the coach knows the answer” philosophy. The coach assumes nothing, listens to answers, asks questions, helps to explore options, and may make suggestions or require action, as deemed appropriate. The relationship is completely equalitarian. Coaches with heart and humility foster understanding and learning.

Coaching helps improve balance in thinking, behaviors, and language use. It seeks balance between the head and the heart, performance and relationships.

And lastly, coaching requires self- responsibility and action. People sometimes need to be fully accountable to take conscious ownership of behaviors that affect them and that affect others.

## COACH TRAINING

Coaches seeking the highest standards in their profession seek credentialing through the International Coach Federation, which I am a member of. The criteria for credentialing requires proof of at least 60 hours of student contact learning hours, and graduation from an accredited coach training program. I am nearing graduation from the preeminent coaching school, Coach University. I will then submit a letter of reference from 5 clients, 2 letters of reference from credentialed coaches, and documented proof of 250 hours of coaching clients, This will allow me to present myself as an associate coach with the International Coach Federation and help to

assure my clients of my devotion to achieving a high level of competency,

Associate Certified Coach is the first level to attain from ICF. My goal is to achieve Master Certified Coach level. This requires over 2500 hours of coaching, references from 10 clients, reference letters from three credentialed coaches, passing a written and oral exam, and proof that I am contributing to the coaching profession.

My coach is on the ICF board in Australia. She works with me on the above goals as well as other things that seem to pop up along the way.



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Check out [defineyourself-coaching.com](http://defineyourself-coaching.com) website for helpful tips, inspirations, and clues for growth and fulfillment.

This fall I will offer two classes "Personal Power" and "Be Irresistible".

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

## The Seven Habits of Highly Effective People – Steven Covey

1. *BE PROACTIVE* – Are my actions based on self-chosen values or upon my moods, feelings, and circumstances?
2. *BEGIN WITH THE END IN MIND* – Have I written a personal mission statement which provides meaning, purpose, and direction to my life? Do my actions flow from my mission?
3. *PUT FIRST THINGS FIRST* – Am I able to say no to the unimportant, no matter how urgent, and yes to the important?
4. *THINK WIN – WIN* – Do I seek mutual benefit in all interdependent relationships?
5. *SEEK FIRST TO UNDERSTAND, THEN TO BE UNDERSTOOD* – Do I avoid autobiographical responses and instead faithfully reflect my understanding of the other person before seeking to be understood?
6. *SYNERGIZE* – Do I value different opinions and viewpoints, and perceptions of others when seeking solutions?
7. *SHARPEN THE SAW* – Am I engaged in continuous improvement in the physical, mental, spiritual, and social-emotional dimensions of my life?

El Camino College – 310 660-6460 or <http://www.ECCommunityEd.com/>

Check [defineyourself-coaching.com](http://defineyourself-coaching.com) for a direct link to El Camino College Adult Education link.

### **DISTINCTION: RESPOND vs. REACT**

One responds with the heart. One reacts with the mind. One responds when there is no threat. One reacts when it is "too late", when it is instinctive. We react from the ego, we respond from the heart.



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