

August 2017 Newsletter

In This Issue

[August 11 Luncheon Program](#)

[August 11 Workshop](#)

[iPEC Ad](#)

[Envision Ad](#)

[President's Message](#)

[Distinguished Service Award](#)

[Converge 2017 ICF-NT Happy Hour](#)

[ICF-NT Board Core Values:](#)

[Authenticity](#)

[Pro Bono Coaching for Conflict Resolution Specialists](#)

[Recap of Authentic Enrollment Workshop Held on July 7](#)

[PRISM Committee Needs Your Help](#)

[PRISM Retrospective is Oct 20](#)

[Be A Sponsor: 2017 PRISM Retrospective](#)

[Save the Date: Holiday Fiesta Dec 7](#)

[Upcoming Chapter Events](#)

August 11 Luncheon

Register at www.icf-nt.com or click on Registration Button

Register by August 5: \$30

Register after August 5: \$40

**Register for the
August 11 Luncheon**

**Pay for this event online
when registering**

Meeting Details

Time: 11:15 AM to 1:15 PM

Location: Hackberry Creek Country Club

Address: 1901 W. Royal Lane
Irving, TX 76051

Website: www.hackberrycreekcc.com

August 11 Luncheon Program

August 11 Luncheon Program

The Power of Our Words

Presented by Richard Morris

Our August 11 luncheon program features Richard Morris, the founder of Ziglar Blue. As a keynote speaker, police consultant, published author, trainer, motivator, and coach, Richard Morris walks the "warrior's path." Richard will use his life experiences to help show how his words of encouragement have literally changed thousands of lives. Our self-talk is the first conversation that we need to master before we can really have success in our work, especially in the field of leadership and coaching. Richard will teach coaches how to control the mind, body, and spirit for an overall sense of well-being.



Program Description:

We are identified by the words we use, and when under extreme stress our vocabulary can sink to its lowest level. Coaches will learn the reasons that clean and wholesome language is just the starting point for social intelligence. Words have both the ability to heal and to kill. Richard will share the story of how he helped Don Dwyer, one of Richard's coaching and karate students, to build stronger relationships with his family and company, thus giving the Dwyer Group a 15 percent increase in income in just a few months. The late Don Dwyer was the founder of The Dwyer Group, which is now Co-Chaired by his daughter, Dina Dwyer-Owens. The Dwyer Group does more than \$1.2 billion annually in business. They have more than 2,500 franchises in ten countries with eleven different brands. They serve well more than 2,000,000 customers a year. Don was best known for his first franchise, Rainbow International Carpet Cleaning.

Program Outcomes:

In this one hour presentation you will learn:

- How to get improved results with your business coaching clients
- How to be uplifting and encouraging to others
- How to get chosen as a business coach over other coaches

About Our Speaker:

As an international speaker, Richard has taught and spoken from the platform to tens of thousands of people across the United States, as well as Mexico, Belize, Grand Cayman, Ireland, and India. He has been featured on ABC Nightline with Ted Koppel, *NBC Nightly News* with Peter Jennings, CNN, *Good Morning America*, *Good Morning Texas*, and *LETN Law Enforcement Television Network* and many other television shows for the hundreds of self-defense seminars taught internationally.

Continued on Page 2 . . .



August 11 Workshop

Register at www.icf-nt.com
or click on Registration Button

Workshop Cost: \$89.00

**[Register for the
August 11 Workshop](#)**

**Pay for this event online
when registering**

Meeting Details

Time: 11:15 AM to 1:15 PM
Location: Hackberry Creek
Country Club
Address: 1901 W. Royal Lane
Irving, TX 76051
Website: www.hackberrycreekcc.com

August 11 Luncheon Program (Continued)

Continued from Page 1 . . .

As a Ziglar Legacy Certified Speaker, Richard teaches several Zig Ziglar programs, including: Leadership, Goal Setting and Achievement, Being the Best You, Building Winning Relationships, Live to Win, and more. As a Ziglar Legacy Certified Coach, Richard brings his wealth of life experience with him each time he trains a group or gives a keynote presentation. Tom Ziglar, CEO of Ziglar, Inc. appointed Richard as a staff coach and as the Exclusive Safety and Self Protection Coach for Ziglar, Inc.

In addition to the Zig Ziglar programs noted above, Richard's topics include: *Overcoming Fear: Going From Panic to Prepared; Situational Awareness; Preventing Workplace Injuries: the Physiology of Daily Living; Women's Self-Protection; The Physiology on Fighting, Arrest, and Physical Control; How to Become a Sheepdog in a Land of Sheep and Wolves; The Power of our Words; Seven Steps of Success—Becoming a Black Belt in Life.*

Richard is currently collaborating on several books: *On Fighting*, with Lt. Colonel Dave Grossman, ret.; *Winning the Other Battles* with Dr. John Babler, Biblical Counseling professor at Southwestern Baptist Theological Seminary; *All Dressed Up and No Vertigo* with Tom Ziglar and Julie Ziglar Norman; and *On Policing—From Swords to Plowshares* with retired Police Psychologist and Forensic Behavioral Sciences Consultant Dr. James L. Greenstone.

CCEUS for this Program: 1 Core Competency CCEU

August 11 Workshop

August 11 Workshop

A Warrior's Path to Building Strong Relationships

By Richard Morris

1:30 – 3:30 PM

Immediately Following the Luncheon Program

Workshop Cost: \$89.00

As a coach, you may think you know everything about building strong relationships with your clients, your colleagues and your referral sources. However, there is more for you to know. Join us at this workshop and take a deep dive into the how-to's of relationships. Your coaching practice and business development will benefit.

Workshop Description:

Richard Morris is a retired police gang intelligence sergeant, a former professional fighter, and is a tenth degree black belt in karate. Richard currently teaches, or has taught, members of the NSA, DEA, CIA, FBI, Secret Service, Navy Seals, Delta Force, and other Special Operations or Special Forces groups, as well as law enforcement officers. He walks the warrior's path and will share how he was able to develop and keep strong relationships through 46 years of teaching karate, 38 years of police work, and 40 years of marriage. Relationships at home for leaders in the business community can be difficult to manage, due to work schedules and immense pressure of leading an organization. The most important part of our brand is strong relationships.

Workshop Outcomes:

At this workshop coaches will:

- Learn how the warrior's mindset is in many ways similar to the business leader's mindset. This simply means that the same issues need to be addressed for ultimate success when coaching.
- Find strategies of keeping and teaching a positive mindset.
- Be equipped with the keys to building strong relationships at home and at work.
- Discover the power of Relationship Marketing, Selling, and Branding.

CCEUs for this Workshop: 2 CCEUs (1 Core Competency and 1 Resource)

Envision COACH TRAINING



"...an incredible journey and transformation..."

"...truly transformational..."

"...an AMAZING program..."

LEARN MORE



Just a friendly reminder to please complete the payment for your monthly meeting reservation at the time you make your reservation in order to earn the early registration price and to be sure we've ordered a meal for you.

President's Message

August . . . Get Ready to Converge17!



It's time to pack your bags and head to Washington DC for ICF Converge 2017! There's still time to sign up ([register now](#)) for your opportunity to connect with coaching colleagues around the world—including your ICF-NT colleagues and Board members—Catherine, Tim, Mike, Steve, Tracy, Lisa, Kristin and Randy. Look for an ICF-NT happy hour/reception on Wednesday evening at 6 PM, at a location within walking distance of the hotel. RSVP on our Facebook Page!

Why head out to Converge 2017? ([ICF Converge 2017](#))

1. **Learn and Apply**—Speakers and workshops will provide more than just learning. You'll take concrete, specific steps to strengthen your coaching skills, build your business, and engage in crucial conversations that impact the global coaching community. Here are some of the intriguing titles:

- *Go Hack Yourself*
- *The Science of Attention*
- *Decoding the Millennial Mindset*

Our very own Catherine Oleksiw will be presenting Friday afternoon (Aug 25) on the topic **Beginning to Build Your Case for Coaching ROI.**

2. **Network in Neighborhood Lounges**—You'll find coach colleagues from the SE Region, as well as ICF Global staff, exhibitors, and sponsors making connections in four topical neighborhoods around which Converge17's education is organized:

- **Community Centers**, which focus on the practice of coaching
- **Development Zones**, which highlight content to help you build your coaching business and build strong coaching cultures in your organizations
- **Converge University**, which focuses on the science of coaching
- **Turning Points**, which provides a window into the future of the industry with new technologies and systems.

Look for a special Prism ceremony and our ICF-NT Reception on Wednesday evening!

3. **Volunteer for Ambassador and Pro Bono Coaching**—Another great way to meet new folks is to volunteer! Register ahead to be a Converge17 Ambassador. Or register for ICF's unique initiative—Ignite, Transforming DC through Coaching—which gives you the opportunity to share the transformative experience of coaching with nonprofit organizations in Washington DC that include a focus on education. Sightsee in Washington DC while making a difference.

Remember to take your business cards and bring back some Best Practices for ICF-NT! Write me at President@icf-nt.com.



Jude Olson, PhD, ACC
ICF-NT President

ICF North Texas Vision and Mission

Vision

ICF-NT will be known as the leading resource for the coaching community and the organizations and individuals it serves, providing:

- A collaborative network of credentialed coaches
- Continuing education
- Impactful contributions to the coaching profession

Mission

To grow and develop a competent coaching community that drives results for coaches and those they serve.

Welcome to Our ICF North Texas New Members

June 22 – July 20

Polli DeWalt

Are you newly Credentialed?

Have you recently earned an ICF Coaching Credential?

Your ICF-NT Chapter wants to recognize your achievement.

Please email Tracy Cadornie memberships@icf-nt.com so your professional organization can recognize your accomplishment.

Member News

*Congratulations to **Tim Kincaid, ACC**, on being honored with the 2017 Thomas J Leonard Humanitarian Award, for outstanding contributions to the advancement of professional coaching and development of coaches, at the International Gay Coaches Conference in Upstate New York in May.*

Distinguished Service Award

Distinguished Service Award Application Available Now!

At our Annual Meeting on November 10, 2017, ICF-NT will honor the first recipient of the Distinguished Service Award that recognizes outstanding service to the chapter and the coaching profession.

Nomination and Eligibility

- Nominee must be an active member in good standing with the ICF North Texas Chapter, hold a current ICF Credential, and have or have had an active coaching practice.
- Nominating coach must be nominated by a coach who is an active member in good standing with the ICF North Texas Chapter and holds a current ICF Credential.
- Eligible coaches may nominate more than one individual, and may nominate themselves.

Selection Criteria

- Contribution to ICF-NT
- Contribution to the Coaching Profession
- Role Model (for Ethics and Best Practice)
- Professional Practice

Application

- Download the [2017 Distinguished Service Award Application](#). The deadline for applications is September 8.
- Submit application to Russ Yaquinto, MCC at russ@thechangeconnection.com and Catherine Oleksiw, PCC at Pres-Elect@icf-nt.com.

Review Process

The Distinguished Service Award Advisory Board, principally comprised of past chapter presidents, will review applications and make a recommendation to the ICF-NT Board of Directors for final approval of the 2017 Distinguished Service Award winner.

For additional information Contact Catherine Oleksiw at Pres-Elect@icf-nt.com or Russ Yaquinto at russ@thechangeconnection.com.

Converge 2017 – ICF-NT Happy Hour

Washington, DC . . . Here We Come

1,500 coaches
August 24-26
Washington, DC
ICF Converge 2017
Are you going?

If so, don't miss joining us for an ICF-NT happy hour on August 23 (registration day). Details will be available on our Facebook page so click [here](#) and go to Events to tell us you're coming. Or contact Lisa Seay at Lisa@theelementc.com for more details.



ICF-NT Board Core Values: Authenticity

ICF-NT Board Core Values: Authenticity

The ICF-NT 2017 Board has adopted five core values to drive our work on the board and with the chapter throughout this year. These values are Authenticity, Excellence, Innovation, Community and Abundance. When effectively and consistently applied, Authenticity, Excellence, Innovation and Community manifest Abundance.

Authenticity + Excellence + Innovation + Community = ABUNDANCE

Each of the core values speaks to a difference aspect of relating to self and to others. Authenticity brings to mind being true to self and to those around us. As a group, the board defined Authenticity as honesty and integrity, and having the courage to honor diversity of perspectives, attitudes and mindsets in ourselves and others. Behaviors that support this core value include speaking our truth with respect and compassion and aiming high in assuming positive intent of the speaker when reacting to differing opinions and points of view. We agree to disagree and we celebrate all input. Every voice matters. In a big way. An authentic organization encourages people to be themselves. Just as we have created a safe haven for open discussion and sharing ideas, we hope the chapter is this kind of safe haven for all its members.

*The impact you have on the world is greater than you can ever imagine,
and the choices you make affect the whole and can have far-reaching consequences.
Believe in your capacity to be that point of origin that creates ripples to create goodness.
– The Ripple Effect by Madisyn Taylor (The Daily OM)*

Pro Bono Coaching for Conflict Resolution Specialists

Pro Bono Coaching for Conflict Resolution Specialists

The Association for Conflict Resolution (ACR), a nonprofit professional organization, is hosting a conference in Addison in October for their members titled "Professionalize Your Passion." Attendees will pay a fee that covers costs, but presenters receive no pay, similar to ICF-NT events.

ICF colleague Cinnie Noble, PCC, is co-presenting a day-long workshop on Wednesday October 11 to help participants develop a vision and plan for their conflict resolution career. Her workshop design includes bringing in ICF credentialed coaches to provide one hour of pro bono coaching to each of the 30 participants around enriching their vision to prepare for design. If she gets fewer than 30 volunteer coaches, she will place each coach with a small group.

If you are an ICF credentialed coach and are interested and available to provide an hour of pro bono coaching to conflict resolution colleagues, please contact Cinnie Noble directly at cinnie@cinergycoaching.com.

Integration of Facebook Page and Facebook Group

We are working on an integration of our social media platforms in order to have the best of all functionality. Our goal is to have spaces for the chapter members to interact with each other. We also want a public space so that we are visible to everyone. Thank you for your patience.

Recap of Authentic Enrollment Workshop Held on July 7

Authentic Enrollment Workshop Held on July 7

By Lisa Seay



What if you could charge the most for what comes naturally to you? And, imagine what it would be like if you approached every problem in your business knowing that the answer already exists. Can you believe that you actually hurt your clients when you undercharge?

All of these topics and more were explored in the July 7 workshop *Authentic Enrollment: How to Enroll More Clients in a Way that is Authentic, Real and Not At All Sales-y*. Chris Kenney facilitated the training session with eleven coaches. In the process, we got to know each other, shared our business challenges, and walked away with new techniques and new mindsets about how to enroll clients.

A few key takeaways...

- Understanding your potential client's motivation and whether they are approaching their current situation with a "toward pleasure" or "away from pain" mindset is important when having an enrollment conversation.
- Examine your own behavior and way of being to determine where you are not acting in a way that demonstrates acceptance of your value. Then, get real about what the cost of being that way is? And, imagine what you would be doing if you were truly accepting your own value and what you can bring to your clients.
- When you're speaking to a group, make sure you don't lose sight of helping the audience solve a problem that is real for them. Don't just speak about what's important to you!

For more information on the workshop or Chris Kenney, please contact Lisa Seay at Lisa@theelementc.com.

PRISM Committee Needs Your Help!

We Need Your Help!

Prism Retrospective: Creating a Coaching Culture

Friday, October 20 • Noon to 2:00 PM • Hackberry Creek Country Club

Join the PRISM Planning Committee and help shape the future of this important event. We need help with the 2017 event and for the revamped 2018 event. Both events are held in October.

For additional information or to join the committee, please contact Christine Horstman at 214.226.3075 or <mailto:christine@paperdollcommunication.com>.

PRISM RETROSPECTIVE: CREATING A COACHING CULTURE

Join us!

FRIDAY, OCTOBER 20, 2017

Hackberry Creek Country Club

\$45 per ICF-NT member

\$55 per guest

EVENT OVERVIEW

11:15 - 11:45 Networking and Welcome
11:45 - 12:45 Lunch and PRISM Overview
12:45 - 2:00 Internal Coaching Workshop,
Panel Discussion and Q&A.

PANEL & WORKSHOP

Take a deep dive into coaching cultures with past PRISM nominees and winners. Explore how internal coaching impacts organizations and discuss ROI.

HIGHLIGHTS

Share and learn
with like-minded
professionals.

Best Practices of
Internal Coaching

Hear stories of
challenges and
successes.

Earn CEUs

Practical applications for
organizations of all sizes.

Network

PRISM *Award*

INTERNATIONAL COACH FEDERATION
OF NORTH TEXAS

The PRISM Award was created to recognize, celebrate, and learn from organizations that have embraced coaching as an integral part of their leadership strategy. This year we are honoring the legacy of the award rather than honoring a specific organization.

WWW.ICF-NT.COM

ICF-NT 2017 Board

President: [Jude Olson](#)

President-Elect: [Catherine Oleksiw](#)

Secretary: [Tim Kincaid](#)

Treasurer: [Mike Caracalas](#)

Past President: [Randy Fernandes](#)

Programs: [Kristin Roberts](#)

Membership: [Tracy Cadorine](#)

Social Media: [Norma Martinez](#)

Alliances: [Steve Coxsey](#)

Prism: [Christine Horstman](#)

Communications: [Lisa Seay](#)



ICF Global News

Please click [here](#)
to read the latest
ICF Global News!

Renew Your ICF Membership

[Renew your ICF membership](#)

and your credential for another year to connect with our cutting edge coaching research, lifelong learning, and opportunities for networking and community-building.



Be A Sponsor — 2017 PRISM Retrospective



Event Sponsor- \$500

Display table at the event
Acknowledgment on ICF-NT website
Acknowledgment at luncheon
1 pre & 1 post event social media mention
Preferred seating and 2 complimentary tickets

Table Host (table of 8) - \$360

Acknowledgment at luncheon
Acknowledgment on ICF-NT website
Preferred seating for 8

For questions or to secure your Sponsorship package, contact:
Christine Horstman, Prism Chair
Phone: 214.226.3075
christine@heydoll.coach

ICF-NT.COM

Save the Date — Holiday Fiesta on December 7



YOUR COMPANY NAME



Advertise your services,
offer your books,
or tout your expertise to
ICF-North Texas members

Contact us to advertise in both
our monthly newsletter and on
our web site for only:

\$100 quarterly for members
\$350 yearly for members
\$150 quarterly for non-members
\$550 yearly for non-members

\$25 fee for changes to Ads in
the middle of a paid period

- ✓ High Res (300 dpi) jpeg ad
- ✓ jpeg no wider than 250 pixels
- ✓ Ads are subject to approval
of ICF-NT's Board
- ✓ Artwork and content must be
approved and payment made
prior to placing ad

Contact Mike Caracalas today
(treasurer@icf-nt.com)
to have your ad posted

Upcoming Chapter Meetings and Programs

August 11	ICF-NT Luncheon Program at Hackberry Creek Country Club. <i>The Power of Our Words</i> . Presented by Richard Morris.
August 11	ICF-NT Workshop at Hackberry Creek Country Club. <i>A Warrior's Path to Building Strong Relationships</i> . Presented by Richard Morris.
August 24—26	ICF Converge 2017 in Washington, DC. Learn more about this event at ICF Converge 2017 . Register here . ICF-NT is hosting a Happy Hour on August 24. Details can be found on our Facebook page . Our own Catherine Oleksiw is presenting on August 25.
September 8	ICF-NT Luncheon Program at Hackberry Creek Country Club. Information is forthcoming on the speaker and topic for September.
October 20	ICF-NT Prism Retrospective. <i>Creating a Coaching Culture</i> . Hackberry Creek Country Club from 11:15 AM—2:00 PM.
November 10	ICF-NT Annual Meeting at Hackberry Creek Country Club. Watch this space for more information.
December 7	ICF-NT Holiday Fiesta. At Via Real Restaurant from 5:00—8:00 PM. Additional information is forthcoming.

Tell Us About Your Coaching Success Stories!

We'd like to hear about your coaching success stories—the successes of your coaching business and especially your clients' successes. These are an integral part of our ICF North Texas Coaches story. Your experiences remind us of our mission to grow and support a professional coaching community that drives results for individual coaches and those they serve. And sharing your story could help others.

Please take a minute to tell us about a positive experience you've had as a Coach. All stories will be reviewed and documented, and with permission, we may share your story online or in one of our ICF-NT publications.

If you're willing to share your story, please contact PR@icf-nt.com.

International Coach Federation—North Texas Chapter

www.icf-nt.com

Follow us on:

