

Extending your Gratitude

How often do you think about how much you have, really focusing on how far you've come and how you got there? We rarely achieve anything alone. Whether it's family members who have been our coaches or customers and clients who have been with us for many years, we need to look at how the people in our lives have contributed to our successes - and we need to express our gratitude to them. There are many ways to show friends, customers, clients, neighbors and associates how much you value having them in your life. It can be as simple as a personal note or as elaborate as dinner or lunch at a favorite restaurant, sending a client flowers or hosting a party.

You could send a letter of gratitude to your clients - thank them for their continued support and for their business. If they feel you appreciate them, it can only enhance your relationship. You might want to make it a letter from your heart. You can mention some successes you've accomplished this year and reinforce how grateful you are for their business and confidence in you. You might want to include a box of candy or a book. In your letter of gratitude you might also consider mentioning some client extras or added value you have integrated into your

business. Your customers might not be aware of some of the extras you now offer. (If you don't offer any added values, perhaps now is the time to implement them.) An added value might be a yearly golf outing, a dinner, samples that could benefit them or an unexpected phone call from you to just see how they're doing. For example, as a coach my clients contract for three telephone sessions per month, but I give extra short calls whenever needed and unlimited e-mail coaching and faxes. They can also attend most of my seminars at no charge. These are added values/ Think about something extra you can do for your customers and mention it in the letter of gratitude that you will send out during the Thanksgiving season.

Do you have a support system of caring friends? As the holiday season approaches why not plan a gathering of those friends? Maybe it's time to show gratitude to your family. Very often the holidays bring families together. Perhaps this year you can prepare some words to share with each member at the table. What a wonderful gift to give someone.

When was the last time you expressed gratitude to yourself?

Sometimes we are so busy striving to reach our goals we forget to acknowledge our own achievements. Take some time in the next few days to make a list of things you are grateful for. Look at the past year. Don't focus on the account you didn't get or the one thing you didn't accomplish. To make your gratitude list, focus on the positives and your successes, your wins. Make a list of everything you are grateful for. Simply focusing on the positives will help you to manifest more positives in your life. I've seen it happen time and time again.

For instance, I have a client who was not happy at her job. She dreaded going to work and always focused on the negatives. Rather than focusing on scarcity, we focused on abundance. I requested that she make a list every morning of three positive things about work. It might be that the office is clean, the cafeteria is reasonable, the people are nice, the benefits are good, etc. Her attitude shifted and she became focused on the positives. Within a short time a new position was posted and she applied and got the job.

Now that you know what you're grateful for, you'll want to express gratitude to yourself for all you've accomplished. Create a list of ten daily habits that you

would like to incorporate into your schedule. It might be a walk, a relaxing bath, taking an hour to read a book for pleasure, having a conversation with a dear friend, meditating or buying yourself flowers. Make a list of daily pleasures and work on adding them to your life. Be grateful for you. You deserve it.

Phyllis Sisenwine,
Master Certified Coach

Email her at:

Phyllis@PowerfulCoaching.com

Or via the Web at

www.powerfulcoaching.com



Published in
Smart Business Now Magazine