



# Midwest NLP Monthly Muse

July 2005

Volume 17

*See the end of the newsletter for many local upcoming events!*

*“Courage is simply the willingness to be afraid and act anyway.”  
-Robert Anthony*

*Never do anything against conscience even if the state demands it.  
~Albert Einstein*

## IN THIS EDITION!

- Intro:** Welcome To Issue #17! [What Fulfills You?](#)  
**Article:** Intimacy: A Work in Progress  
**Article:** Communication and Intimacy-What’s really important?  
**Review:** How to Win Friends and Influence People  
**More:** Upcoming local workshops & events!

## Welcome to Issue #17

One of my favorite quote is one by Abraham Lincoln:

***People are about as happy as they make up their minds to be*** 😊

Can it really be that easy? Just coming out of assisting in a 3 day coaching training on the topic of Fulfillment, I am reminded about how much people really limit themselves in their thought and behavior to truly live in fulfillment. Much too often so many people forget to count themselves in the world, to count what they want, what they think is important?

### ***How many of you are truly fulfilled?***

Living in fulfillment is a radical act, not for the faint of heart. It often entails stepping outside what you have learned as “right or wrong, good or bad”. It often means pushing against that status quo, the fitting in. Living in fulfillment is individualized, just a bit different or totally unique from person to person.

### ***What does fulfillment mean to you?***

In this issue, I will focus fulfillment through relationship, through intimacy; that stuff of life that creates so much fulfillment in my own life and is so important to so many of you. May this information help some or all of you to enjoy more intimacy in your lives... If this is something you want to learn more about, email [jim@trulyhumancoaching.com](mailto:jim@trulyhumancoaching.com) for a complimentary coaching session, to join the free teleclass listed below or to just connect!

Namaste *Jim Accetta* 😊

Feature Article->

*“Act as if what you do makes a difference. It does.”*

*~William James*

*Never continue in a job you don't enjoy.*

*If you're happy in what you're doing, you'll like yourself, you'll have inner peace.*

*And if you have that, along with physical health, you will have had more success than you could possibly have imagined.*

*~Johnny Carson*

## Intimacy: A Work in Progress

A commitment to a sacred union involves a mature acceptance of the dark, shadow sides of each other. The worst and the ugliest sides of ourselves inevitably become exposed in the light of blissful awakening. In our ordinary relationships we too often flee from each other when the "shit hits the fan" not realizing that these impurities are arising to be healed and transformed. And often we cling to the adolescent romantic "high-voltage" phase. And far too often there is societal support for abandoning a potentially viable relationship. (No wonder the divorce rate in America since 1980 is 61 percent!)

What about intimacy? When you commit to this sacred union, this life partnership, how far are you really willing to go? How much do you talk about? What do you divulge? Let me ask a more basic question: On a scale from 1-10, one being unsatisfied and 10 being totally satisfied:

How satisfied are you in your primary relationship?

This is a very basic question asked in the initial sessions of most coaching relationships. How satisfied are you? Are you taking the time you need to feed and nourish this most important of relationships?

So many people I talk with censor their talk and restrict their communication with those they are closest with. It is as if they live in a veil of secrecy for fear their partner, the one they have committed their life to, will “not accept them”; may “blow up and become angry”; they “won’t understand” or even worse, they simply “do not care”. It’s not that we don’t care; it’s that so many of us were never taught the ‘how’ of having deep intimacy and true partnership.

Our schools teach us history, geometry and how to hit a volley ball, but not how to create satisfying and fulfilling relationships. Yet relationships are the heart of work, family and friendship. Our relationships are part of the stuff of life that is truly human in all of us! Imagine having the skill to move through unconscious (and conscious) habits, inherited beliefs, and apparent limitations to create alive, full, rich relationships. What would be possible for you in a relationship where you could be fully authentic, one that make room for your unique differences and dreaming, room for conflict and intimacy, and deep yummy partnership?

I’ve seen how my relationships have amazingly transformed because of my learning from Relationship Systems Coaching. Join me in a discussion of ‘right relationship’ Wednesday, July 6<sup>th</sup> at 7pm cst where we’ll talk about how to make the most of your relationships! Call 847-749-0759 or write [jim@trulyhumancoaching.com](mailto:jim@trulyhumancoaching.com) to confirm your space and get the tele-conference number to call!

## Communication Excellence

What do you want in your relationship? What do you expect from your partner? How do you begin to build relationships with your customers? With prospects? With friends? With those who you may want more intimate connections with?

On a daily basis, my clients discuss these questions and more. From dating to prospecting, from initial relationships, first time meetings to those that have been in partnerships or marriages for 20+ years... communication is the key. In my communication excellence workshops, I cover those behaviors and attitudes that lead to instant rapport, building rapport, unconscious communication patterns, influence along with operating with full genuineness and integrity. But communication is more than these, communication, **good communication, starts with intention, knowing yourself and knowing what you want.**

### *What do you want?*

What if we approached each transaction, each relationship with the intention of truly meeting and getting to know the other person? What if our intention was to find out who that other being truly is? What do you think the response would be if people really felt your interest in them?

One of the basic tenants held as important by Dale Carnegie in his book "How to Win Friends and Influence People" is to be genuinely interested in the other person. (see book review below) This cannot be feigned, faked or put on. This must be genuine, from the heart. People will sense the phony and you will lose.

This holds true in our most personal and intimate relationships as well. In order for these relationships to continue to grow and flourish, their needs to be a reciprocity of interest, of desire to be part of your partners life, their interests, their desires. What are you doing to enhance your relationships? Is your partner playing their part? If not, how will you let them know?

Here are a few basic tenants to assist you in your communication:

1. Know yourself and what you want in each relationship.
2. Be genuinely interested in the other person
3. Be honest and explicit. Instead of 'hoping' the other person gets the message, be clear about what you want, your thoughts and feelings and what you expect from them.
4. Be intentional. Whether it is with prospects, customers, family or friends. Relationships 'happen', by being intentional; you can insure they are 'happening' the way you want!
5. Have fun. Yes, enjoy the relationships, the aliveness in whatever form they take.

I've seen so many relationships amazingly transformed through the tenants of Relationship Coaching. Join me in a discussion of 'right relationship' Wednesday, July 6<sup>th</sup> at 7pm cst where we'll talk about how to make the most of your relationships! Call 847-749-0759 or write [jim@trulyhumancoaching.com](mailto:jim@trulyhumancoaching.com) to confirm your space and get the tele-conference number to call!

Love doesn't make the world go 'round. Love is what makes the ride worthwhile.

-F. P. Jones

Joy is not in things; it is in us.

-Wagner

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# Book Review: How to Win Friends And Influence People

Dale Carnegie

This is such a classic! I read this first many years ago when I was having trouble remembering the names of people, and then again several years later! It does put into perspective the importance of remembering people's names but more importantly, how vital it is to truly count people, to acknowledge them and let them know how important they really are. There are 6 communication tenants touted by Carnegie and the theme is followed throughout. Allow me to encourage you to try these on with others, I have included them below so you can:

## **Six Ways to Make People Like You**

From: How to Win Friends and Influence People  
Dale Carnegie; 1936, 1964, 1981

1. Become genuinely interested in other people.
2. Smile
3. Remember that a person's name is to that person the most important sound in any language.
4. Be a good listener. Encourage others to talk about themselves.
5. Talk in terms of the other person's interests.
6. Make the other person feel important—and do it sincerely

I teach these tenants along with the NLP skills of instant rapport, building lasting rapport, meta programs and unconscious influence patterns in my "Communication Excellence" workshops and tailor this information to business groups. Please visit <http://www.midwestnlp.com/nlptraining.php> ☺

Upcoming  
local events:

Larry Garrett  
Hypnosis open forum  
discussion, Sunday  
7/3: 1pm. Chicago  
3020 N. Kimball Ave.

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## Upcoming Local Events

### **Open Hypnosis Forum: Hosted by Larry Garrett of Garrett Wellness Center**

**Sunday, July 3<sup>rd</sup>: 1-3pm**  
3020 N. Kimball Ave. Chicago

If you've not been to Larry's, and enjoy good people and the topic of hypnosis or personal growth, then this is the place to be! Larry has been hosting this group for MANY years. The group includes: fellow hypnotists, trainers, coaches, business owners, current and former clients, neighborhood folks and friends and associates with purely an interest in learning more about hypnosis as well as some their just to socialize with kind people. For more information, write Larry at [Mesmer1@aol.com](mailto:Mesmer1@aol.com)

Toastmasters  
Coaches Elite:  
(always the 2<sup>nd</sup>  
Wednesday of the  
month) Wednesday  
7/12 7pm Hinsdale-  
Wild Oats Market  
Come as a guest and  
hear the speech  
contests!

Windy City  
Professional  
Speakers -  
Toastmasters,  
Sunday 7/9: 6pm  
Doubletree Hotel,  
1909 Spring Road,  
Oak Brook, IL Come  
on in and join us!

## **Toastmasters Coaches Elite**

**7-9pm**

**Wednesday, July 12<sup>th</sup>**

**Wild Oats Market, Ogden Ave. & I 294, Hinsdale**

Do you want to:

- Learn or practice your ability to speak in front of groups?
- Become comfortable with developing varied presentations?
- Enjoy networking with other coaches?
- Like to have fun?

If you said yes to any of these, then Toastmasters coaches Elite is for you. We meet on the 2<sup>nd</sup> Wednesday of every month. Join us once and experience the fun for yourself! Contact [jim@trulyhumancoaching.com](mailto:jim@trulyhumancoaching.com) for more information. Or see [www.chicagotoastmasters.org](http://www.chicagotoastmasters.org) for a Toastmasters group near you!

## **International Coaching Federation- Chicago Chapter Event:**

### **Building Business Relationships Through Coaching**

**4-7pm**

**Monday, July 11<sup>th</sup> 2005**

Oakton Community College, Des Plaines Campus

1600 E. Golf Road, Des Plaines, IL 60016

(Located 1/4 mile west of I-294 and approximately 7 miles north of O'Hare Airport.)

### **Coaching Demonstrations**

In July, the Chicago Coach Federation will gather representatives from some of the most renowned coaching schools in the area. Here you will get an inside look into their philosophies, their curriculum, and their methods and techniques. You will see what makes each school successful and you will observe these successes first hand as each school illustrates their talents with a live coaching demonstration.

Don't miss this rare opportunity to see what makes each school unique. Whether you are a new to coaching and looking for a school that fits best with you or you are a seasoned coach hoping to refine your already established coaching skills, this CCF meeting in July is one you won't want to miss!

This program has been approved for 1.5 ICF Continuing Coaching Education Units (CEU's) in the category of: Business Development.

To read more or to register, please visit the web site: [chicagocoaches.com](http://chicagocoaches.com)