

A decorative graphic on the left side of the cover, consisting of a thin, light purple stem with several stylized, teardrop-shaped leaves. The leaves are arranged in a vertical, slightly curved pattern, with some overlapping. The entire graphic is rendered in a lighter shade of purple than the background.

The Complete
Woman's Manifesto
By Corry Robertson

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Table of Contents

INTRODUCTION.....	5
Why you?	5
Why me?.....	5
PART ONE: THE ENVIRONMENT	7
Business in the shift	7
As go I, so goes the World	7
We are all connected	8
The Toxic Dump.....	8
When a good idea goes toxic	9
Cleaning out the Dump.....	10
FINDING YOUR POWER.....	11
Choose greatness without judgment	11
Success on your own terms	11
Tearing down to rebuild.....	12
Defining your power	13
Position is not always power	13
The cubicle – stay or go?	14
The servant leaders	15
PART TWO: THE COMPLETE WOMAN	17
Who you are.....	17
Smile at the competition	17
A strong, egalitarian feminist	18
Define success for yourself	19
Balance your life.....	20
Make peace with money.....	20
Show gratitude	21
Be what you do	21
Set your sights high.....	22
Gain inspiration	22
Get things done.....	22
Take action now	23
PART THREE: THE EIGHT STEPS.....	24
Introduction: Breaking the branch.....	24
The Eight Steps towards becoming a Complete Woman.....	25
The Complete Woman's Eight-Step Guide to Goal-Setting for Success	26
STEP ONE: Vision and mission	29
STEP TWO: The Calling	30
STEP THREE: Evolving your Personal Calling into a Vision and Mission.....	31
STEP FOUR: Seeing is believing	32
STEP FIVE: Goal categories	35
STEP SIX: Start with SMART!.....	36
STEP SEVEN: AFFIRM	38
STEP EIGHT: The cheerleader from your past	39
CONCLUSION	40
ABOUT CORRY ROBERTSON	41

The Complete Woman's Manifesto

INTRODUCTION

Why you?

It is time to acknowledge the yearning to live in a conscious, vibrant and positive way.

This Manifesto is about leadership throughout the shift that is occurring in the world today. The paradigm of the past no longer serves humanity and it is time for people like you to see that you are leading the business world through your everyday choices, actions and reactions, both as a consumer and a business owner.

You have come to this moment because you know you are a leader with great contributions to make to this world.

Is your energy replenished by the mere thought of making an impact on humanity, one that will wake others from the base state of fulfilling those ego-driven desires and petty, empty wants that always fail to satiate the inner hunger, the gnawing sense of starvation they feel? Is it time to wake them up with the gentle nudges, pats, tickles and whispers that revive the sleeper in a way that allows her to greet the new day with a peaceful yet powerful sense of beginning and optimism?

The time has come for you to read and absorb this message. There is something here for you. It is my great blessing to be aligned with you through our common approach to business and its place in life.

Why me?

I have always believed that all people are able to realize their unique potential and are capable of achieving greatness on their own terms.

When each of us shows up as individuals who have harnessed the potential within, not only will our minds, bodies and spirits be powerful, but our children, our homes, our places of business, our nations and our planet will be healthy. We will live in peace and we will enjoy prosperity.

My role as a business coach is to contribute value and meaning by supporting individuals through positive transformation and sustainable change leading to their own achievement of personal greatness.

I wrote this Manifesto because I am on the same journey as you. Although our footprints may not ever be side by side, we are linked. You and I belong to the same tribe.

My quest in life has been to learn, to seek, and to understand how to discover, uncover and then share the deepest knowledge within me.

The Complete Woman's Manifesto

Still, a jarring and painfully abrasive voice shouts through the inner ear of my soul, demanding to know who the hell I think I am to step forth and join the joy-makers of humanity. Its voice rattles with rage in its efforts to hold me down, restrain me and silence me from sharing my message.

Today I gather the courage to explore and articulate these thoughts with a sharing intention. This inspires me to write for you. I feel the thoughts that now surge through my mind with clarity. They stream down to my fingertips, as they dance on the keyboard to form words crafted into a coherent message. A message coming through me as well as the many, many others who share the Calling, I am sure.

I recognize the angry and scolding entity as it creates anxiety and nervousness within me. I call it by its name: Self-Doubt. For so many of us, that nasty gremlin sits on our shoulder and insists 'you cannot do it'.

The gremlin is a liar.

My gremlin of Self-Doubt causes pain in my stomach, a headache, and seems to litter my chair with tacks or something equally discomfoting, making it is hard for me to settle down. This is a powerful and demanding gremlin, so I have obeyed it and turned my attention to petty details that create busyness in my day, yet nothing of substance. This gremlin is the servant of the Ego, as Eckhart Tolle describes in *A New Earth*¹.

I absorb the drug offered by my ego, and call myself a 'perfectionist'. I go on to focus on insignificant details, or some other label that feeds the ego that keeps me small. I seek snacks, the need to return phone calls, to tidy the kitchen (followed by the rest of the house), run errands and generally focus on the list of *Very Important Things*, that as a *Very Important Person*, I must do.

By day's end, I have produced nothing except evidence confirming that those feelings of Self-Doubt were reflections of reality all along. Yet they were just feelings, not the truth but the gremlin named Self-Doubt, the servant of my ego, claiming victory on yet another day.

I have realized on my quest that my experience is shared by many; and so, the paradigm is shifting because the collective is waking up to the truth that the ego is a liar. A better way is becoming clearer every day, not just to me, but to others who are communicating these thoughts, and to people who are reading these words, like you.

We are a tribe, and this Manifesto is for us.

¹ Tolle, Eckhart. *A New Earth: Awakening to Your Life's Purpose*. Penguin Books, 2005.

PART ONE: THE ENVIRONMENT

Business in the shift

This Manifesto is about business and its place within the quantum² shift the world is currently experiencing. These words will resonate most in individuals who have the desire to be leaders not only in their profession, but also in the world at large.

The great paradox of my message is that it sounds very simple, yet it is highly complex and demanding.³ It will likely resonate far more with women, not because of an intentional act of exclusion on my part, but simply because I embody, embrace and cultivate strong feminine energy. I make no effort to mute or translate my message into anything other than what it is. It is my true authentic voice, if you will, and I am happy to share it with anyone who will listen. I would be delighted if this work influences men in the same way I believe it will resonate with women.

In the business sphere, there is an emerging acceptance of language that is inclusive of concepts that relate to love, light and life force energy, words formerly reserved for describing concepts such as "God". Terms like God, The Universe, The Source, and The Divine are interchangeable to me and like-minded others.

I have always believed that business is an organic life form. The path and decisions you take regarding your business are extensions of you, your beliefs and the way in which you choose to live your life.

Clearly, a business will take after its owner, as a child takes after his or her parents. Your business and life choices will be reflections of each another. Do you work to honour and embody The Source, or to appease your ego?

As go I, so goes the World

This question is at the heart of the Complete Woman. She is a woman who is serene and content, and who knows her mind well. She is a woman who has made conscious choices based on a clear understanding of her values and vision, and who now commits to herself and to success on her own terms. This woman not only forgives herself for her own human shortcomings, but also allows for the innate imperfections of others, and embraces them.

The Complete Woman has set the intention to succeed in business by working consciously and enjoying the quality of a rich and rewarding life. While this is an

²Quantum is a term used in physics to describe the smallest quantity of energy that a system can possess according to quantum theory; also (loosely) a sudden, spectacular or vitally important force (*The Collins English Dictionary*, 9th Edition, 2007.)

The Complete Woman's Manifesto

individual roadmap, it likely includes love, kindness, health, wellness, balance, joy, prosperity and abundance, not only for herself and her loved ones, but also for everyone around her.

The Complete Woman cares for her family, her community, and the planet. Her business thrives because she can link her work directly to the service of humanity and to global human experience.

We are all connected

It is an often-neglected truth that as we go about our day, each of us will affect humanity in some positive or negative way. No matter how insignificant you may consider your work, it is by no means that. The quality of your energy will make an impact on those around you.

Recall the analogy of the butterfly effect. A butterfly flutters its wings in Africa; half a world away, it causes a hurricane in Cuba. Your actions are equal to the fluttering wings of this butterfly.

You may never know the full extent of your contribution to an outcome, so you must be conscious of “fluttering your wings” for a positive outcome in every situation.

In order to do this, the Complete Woman must be clear on the causes for which she stands. She is able to stay true to her cause without harming anyone around her.

This latter point is critical, because there is an important difference between strongly espousing your beliefs and taking a clear stand, and turning your beliefs into weapons to inflict pain upon others. When you come from a place where your beliefs are turned outward, offensively, you create a situation I call the Toxic Dump.

Let me give you an example of this.

The Toxic Dump

My husband, children and I attended an autumn bonfire party not long ago. The hostess gathered us and other loved ones to enjoy the spectacular turning of the leaves that we call “the fall colors” in my part of the country.

She had obviously invested hours in creating a special day for her guests and we were all very happy to be there to share in this lovely time. The setting was exquisite with festive displays such as haystacks, carved pumpkins, and decorative gourds. The food was fresh, homemade and bountiful, beautifully laid out on the harvest table.

The Complete Woman's Manifesto

Eventually the hostess noticed that one of her guests was not eating. She spoke to the guest, to make sure he was all right. In response to her enquiry, he stated "There are only plastic utensils and paper plates here. I refuse to use these things because they are bad for the environment."

This comment, while clearly reflecting the guest's deepest beliefs, was a most unwelcome toxic dump on our hostess. Everyone who heard it felt the recoil of nastiness, as though it were a physical assault. His words had hurt, insulted and embarrassed both our hostess, and through its ricochet, those of us who were using the cutlery and plates his words were denigrating.

It is true that items like these are generally considered damaging to the environment, and many people have made a conscious choice to avoid them. However, in supporting this cause by denigrating, insulting and embarrassing someone else, we neutralize and toxify the original positive intention of serving humanity. Using words and actions that hurt people creates emotional and spiritual pollution, a negative energy which is just as toxic to humanity as plastic and paper.

Imagine also the toxicity and acid build-up this guest's negative energy created in his own system as he judged the hostess for her choices, focused his attention on disapproving the choice of utensils, and went hungry instead of enjoying and appreciating the wonderful festivities, beautiful day or loving energy moving so freely among us.

When a good idea goes toxic

My friend Julie described another example of a toxic dump not long ago. It occurred as she was completing her studies as a nutritionist.

Julie was very devoted to eating well and building a family lifestyle based on her strong values around food choice. It was important to her that all foods that did not meet her criteria be banished from the house, and that all members of her family (her husband and 2 teenage daughters) embrace her values as strongly as she had.

It did not take long for Julie to realize that despite outwardly seeming to agree with her values, in fact, her family was secretly consuming junk food. She would find candy wrappers stuffed between the bed mattress and box spring. She would spot potato chip packaging and receipts from fast food outlets under the seats in the car. Her anger at their deception caused friction, and she often found herself ranting and raving at her daughters and husband over their sneakiness and lack of commitment to healthy eating.

Looking back on these events today, Julie is able to laugh. She can now see that her strong devotion to establishing healthy food choices literally drove her family underground, since they did not believe they could consistently live up to her high

The Complete Woman's Manifesto

expectations and standards. Her strong values were creating a rift between herself and the members of her family, forcing them to sneak behind her back and lie to her.

Cleaning out the Dump

In time, Julie came to realize that her rigorous attitude was creating a toxic dump that neutralized the benefits of her healthy food choices. When this reality became clear, Julie realized that her views on nutrition were her own. She could not force her loved ones to embrace them in the same way that she had.

The scientific truth is that people are healthier when their internal systems are alkaline as opposed to acidic. A healthy, well-balanced diet will support alkalinity in the body, while junk food and other unhealthy choices create an acid environment. Stress causes the body to produce acid, just like junk food and other unhealthy choices do. Peace supports alkalinity.

Julie came to realize that the healthy meals she lovingly prepared for her family became neutralized by the stress and anxiety she was creating in forcing them to embrace her ideals. Although she was bringing healthy food into the home, Julie realized she was also bringing her own toxins, creating an unbearable and stressful environment, whose effect on her family was the same as if she had brought home a large bag of burgers and fries.

To defuse the stress and negativity, Julie used her knowledge of nutritional science to gain greater clarity around this issue. Instead of confrontation and toxic dumping of her issues onto her family, she elected to teach through setting an example of peaceful living, and chose to respect her family's boundaries on the issue of food choices.

The Complete Woman knows that the way to engage others is by embodying whatever positive example you wish to promote. Those around you will observe for themselves that you have created a quality of life that is desirable, one that they themselves crave. They will join hands with you naturally, without coercion, tantrums, lecturing or soapbox speeches.

We are responsible for cleaning out our own toxins before we can hope to clear out anyone else's issues. Otherwise, the result merely moves the toxins around, spreading them into an ever-deepening sludge.

The purpose is not to bully and shame others into doing things our way, but rather to illustrate through right action and thought that the old ways are now harmful and damaging, and seek a better path in harmony and understanding with those around us.

FINDING YOUR POWER

Choose greatness without judgment

The Complete Woman knows that before aspiring to greatness, she must first define the meaning of greatness for herself, on her own terms. She embodies her choices, but nevertheless is able to embrace those whose choices differ from hers.

The Complete Woman has no need to judge others for the place where they find themselves on their life paths. She does not look over her shoulder seeking the approval of others, and she certainly does not lower her gaze when she finds herself challenged by those who do not understand her or fail to show her respect. She keeps a steady and gentle gaze as she meets her adversary's eye, offers a silent nod of forgiveness, and then moves on without drama.

She has no need to engage in controversy or to hold the trophy of 'being right' high above her head for all to see. Her inner knowing and wisdom are sufficient for her to feel powerful. She is beyond being disturbed by a challenge, as she is actually grateful for the opportunity to renew her own inner faith. On issues of great personal importance, she is secure in her position, and does not argue, belittle or insult others when their opinions differ from hers.

I have experienced this personally, nearly 10 years ago, when I walked out of my very last 'job'. I had been there less than a year, having left a decent job that I enjoyed for this position, supposedly the 'opportunity of a lifetime'.

Success on your own terms

I had joined this organization intending to make an outstanding contribution. I was also very excited about my new role as an executive because career-wise, it was everything I hoped for at that time.

I devoted myself to impressing my colleagues and in particular my boss, "David", the company's president. When I landed a coveted key account for the company, I felt more empowered and successful than ever.

The next day, David called me into his office and made it very clear that my role in landing the account was insignificant, and I was underperforming as an employee.

I sat across the table from this man, someone I had admired so much a scant nine months earlier. I watched his lips move and heard these hurtful words emerge. This was the man who had promised me so much in terms of resources and support to enable me to perform, and failed to fulfill any of these promises. And yet, I had continued to plug along regardless.

The Complete Woman's Manifesto

As I tried to concentrate on his words, thoughts and questions raced through my mind:

How can he think that I played a minor role in this account when I was the only person in this company who worked on its acquisition?

Does he think that I've forgotten about the support and resources that he promised and never delivered?

Shouldn't he be impressed at my performance and the results I've produced for his business?

Doesn't he realize that I'm aware of how long this firm has tried unsuccessfully to land this account?

I did not voice any of these questions. Instead, I said, "It sounds to me like you want my resignation."

His answer was unexpectedly harsh. He said "I would accept your resignation this instant."

His words knocked the breath out of me. However, as the breath escaped, some common sense rushed in.

In that instant, I realized that all this man had ever wanted was *that one account*. Now that he had it, David no longer needed me. In that moment, it became crystal clear that when he hired me, David knew that I would bring my close relationship with that account with me. During our negotiations, he had told me everything I wanted to hear, promised me everything I asked. Just so his company could land that *one account*.

This last conversation showed me that those promises had been lies. I had been used and had not seen it coming. He had what he wanted, and now I had become disposable.

I looked him in the eye and said only, "If it's my resignation that you want, then you have it. This conversation is over. Goodbye." I walked out of his office, and out of my old life.

Tearing down to rebuild

I drove home feeling torn. On the one hand, I felt like an idiot for having believed David in the first place. I had fallen for his act, hook, line and sinker. I desperately wanted to see a leader with a vision, and so that is what I saw.

The second feeling was power. I felt more powerful than at any other time in my life because I did not bow or promise to try harder or do better. I felt powerful because *I knew* that I had produced excellent results. I realized that since my work with David's

The Complete Woman's Manifesto

company was not valued, I would no longer allow him or his company to benefit from my contribution.

When I got home, I called my client contact and explained that I would be unable to deliver the promised services. I told him that David was dissatisfied with my work and I was no longer employed by that company.

The next day, I received some startling news. I discovered from another source that the client account director had fired David, stating that since I was no longer in charge of the account, he was not interested in working with David's firm.

Defining your power

This experience was a defining one in my life. During those moments that I sat in David's office and listened to his criticisms, I was able to achieve clarity on some personal boundaries. I realized that I was not willing to sacrifice myself on the altar of my career.

On further reflection, I realized that David lacked any clear sign of empathy, understanding or any other defining leadership skills. This was not the first time I felt I needed to defend my work to him in order to protect my position, nor the first time he tried to wield ultimate power over my career destiny.

It was, however, the last.

The idea of achieving greatness on my own terms dawned on me in that first moment of freedom. I had found my power.

Position is not always power

In the same way as an entrepreneur, the Complete Woman is a leader who approaches her position with a profound sense of awareness of her tasks, responsibilities and colleagues. The title of Complete Woman is irrelevant to her sense of leadership. I want to highlight this point with care.

Whether she is a junior staffer without so much as a high school diploma, or a Corporate President with a PhD, the Complete Woman knows that she is there for a reason. She recognizes that in return for a paycheck, she must produce mindful, quality work. She offers everyone and everything around her the full benefit of respect, kindness and maturity. She does not look at a colleague's title or income level before responding, but rather does so from a profound sense of empathy and consideration for everyone.

The cubicle – stay or go?

Of course, not every job is high-powered, and not every work day is replete with excitement and fascination. Work must be done which might be repetitive, unoriginal, perhaps even “boring” at times. And yet, the Complete Woman senses deeply that her purpose reaches beyond participation in the never-ending sequence of cubicle days, and all that its lifestyle might embody.

To use Pamela Slim's⁴ term, the ‘Cubicle Nation’, may be the place where the Complete Woman spends her day. However, if she is there, she is at peace knowing that she is serving a purpose. The women who have chosen to stay in Cubicle Nation might be at any level within a company and performing any number of tasks; however, the Complete Woman who chooses to live in Cubicle Nation is present and mindful, bringing all the faculties of her emotional intelligence and skills to her work.

It may be that she has chosen Cubicle Nation in order to remain employed. Some do not fully rejoice in their work; this does not make them any less Complete, it merely means that they have mindfully chosen to do this work, to show up every day at their cubicle in order to achieve a means to an end of their own conscious choosing, which satisfies some aspect of their lives or current positions.

Although she may not love the tasks, this Complete Woman serves her role with honour, because she is honourable. She is aware of her power to influence the quality of her environment. She conducts herself accordingly because she is keenly aware of the Toxic Dump effect, and has no bitterness towards her position or her colleagues.

At times, a Complete Woman chooses to leave Cubicle Nation of her own accord. Sadly, she may have the choice thrust upon her, through layoffs or downsizing, as we have seen far too many times in the past two years. Those who opt out do so in recognition that they must not return to Cubicle Nation if they are to best serve humanity.

For these women, leaving Cubicle Nation is more than an escape from a negative environment. Rather, they are allowing themselves to be pulled towards a new way of life. They understand that the misdirected energy they were investing in their jobs must be refocused in a different direction. These women are the true entrepreneurs of our communities.

This Manifesto honours the satisfied women of Cubicle Nation, and does not wish to belittle or argue against either those who have chosen to stay, or those who have elected to leave.

⁴ Slim, Pamela. *Escape from Cubicle Nation: From Corporate Prisoner to Thriving Entrepreneur*. Berkley Trade, 2010.

The servant leaders

The Complete Woman who dwells in Cubicle Nation may have worked her way up the corporate ladder in order to attain a position of responsibility. This highly skilled leader is mindful of where she started and of the steps required to attain her lofty position, and thus well-aware of the power of 'servant leadership' and 'leading from behind'.

This method is well-known among modern, successful leaders and has replaced the 'command and control' model of the narrow-minded 'big boss' who knows only how to wield a carrot in one fist and a stick in the other.

Servant leadership is a practice of leadership, first presented by Robert Greenleaf and then adopted by forward thinkers and visionaries in leadership and management, as well as writers such as Ken Blanchard and Stephen Covey. Servant leaders achieve results for their organizations by giving priority attention to the needs of their colleagues and those they serve.

Servant leaders are often respected for their humility and ability to see and serve the greater good. They do so with faith that each individual will be exponentially more successful on all levels including financial, physical, and spiritual – even she herself. The visionary servant leader knows that her impact extends far beyond her immediate grasp, and out into society at large.

Servant leaders are those who not only are able to recognize and speak to the magnificence in others, but to harness it as well. They nurture qualities of emotional intelligence in themselves, and coach others to develop them. These qualities include listening, empathy, healing, awareness, persuasion, conceptualization, foresight, stewardship, growth and community-building.

"As leaders shift their focus to customers and quality, they realize that the old authoritarian leadership style does not work anymore. To achieve quality, service, and rapid response, leaders must utilize all available talent. They must find ways to inspire, involve, and empower employees. They must create a work environment that encourages commitment, innovation, and cooperation. Instead of evaluating, leaders now coach. Instead of doing, they delegate. Instead of telling, they facilitate. No one is expected to boss anyone. Everyone is expected to participate."

~ Dr. Suzanne Willis Zoglio in *The Participative Leader*, pg. V.

Servant leadership is an ancient concept that is resurfacing. As is the case with many of our ascendant masters, there are passages that relate to this approach in the *Tao Te Ching* (attributed to Lao-Tzu, believed to have lived in China sometime between 570 B.C. and 490 B.C.):

The Complete Woman's Manifesto

When the Master governs, the people are hardly aware that he exists.

Next best is a leader who is loved.

Next, one who is feared.

The worst is one who is despised.

If you don't trust the people, you make them untrustworthy.

The master doesn't talk, he acts.

*When his work is done, the people say "Amazing: we did it, all by ourselves."*⁵

⁵ Mitchell, Stephen. *Tao Te Ching, A New English Version*. Harper Collins, 2006. An interesting aspect of this translation is that Mitchell refers to the leader, master or Godhead as 'she' as often as he uses the male pronoun.

PART TWO: THE COMPLETE WOMAN

Who you are

The Complete Woman is who she is. She lives her life according to value-based priorities. I have found myself saddened when I hear a woman say, "I wear my hair very short so that I blend into the man's world of business." The Complete Woman presents herself in any way she prefers because it is her choice, not because she needs to imitate others in order to gain their respect.

Another sad statement I have heard is "If you have a home office you must make sure your children never answer the phone because if they do, your credibility will tank."

Anyone who deems a woman less credible for this kind of reason is a person who has no place in her world. We must work to identify this line of thinking and cease to accept it.

In support of women who work from home and have children in the house, let me share this story.

I once took a call from a man from whom I was awaiting news on business development. When I answered, he prefaced the call by saying, "I hope you don't mind the noise in the background. I am on holiday with my kids." My reply was, "It works for me! My kids are home from school today so it's noisy here too." He lobbed right back with, "When you put your family first, that's just the way it goes sometimes." I could not agree more.

In a few words, this man made it clear what his value system was, and that he was willing to "buck the trend" and burst the business myth that says that only people in suits, sitting in a corner office in a downtown tower, may be considered professional and powerful. A meeting of the minds can occur, and great creative synergy can be released and refocused, when these myths are dispelled from the outset.

Smile at the competition

The Complete Woman embraces the 'competition', others who work in her field and with whom she can share expertise and methods. She knows that every time someone sits down at the table for a piece of the pie, the pie gets bigger.

This is sometimes a difficult concept to understand. Any entrepreneur, especially one in the early days of her business, has a natural distrust and fear of her competitors. Aren't they after HER clients? Won't she get less work unless she outwits and outsmarts her competition?

The Complete Woman's Manifesto

The truth is that there is a difference between quantity and quality. I am not interested in snatching every single client from my competition. It would be impossible for me to handle every coaching project in my market; and frankly, I would not want to do so, for various reasons.

In my practice, I prefer to choose my clients carefully to ensure not only that I can truly help them succeed, but also that they are people whose work, lives and values interest and stimulate me. Similarly, I recognize that I am not the right business coach for everyone, and that a client will seek a coach whose goals, values and styles closely match her own.

This type of partnership is essential to the coaching model, but can be applied to many client/business situations. Imagine a business writer whose style cannot convey your meaning; then imagine meeting a writer whose words seem to come from your very mind and heart. Which one would you hire? Would you prefer to work with a manufacturer who prides himself on workmanship and attention to detail, or has an eye only for the bottom line? The alignment of core values is at the very centre of the current revolution in the business world, but it is as true on the individual level as on the corporate one.

This collaborative model works with colleagues and peers, too. In my practice, I actually help other coaches by sharing my knowledge freely at every opportunity. I also volunteer for my local chapter of coaches to create opportunities to develop our professional platforms together and become better acquainted with each other.

I have realized that I only need a tiny crumb of the coaching market to be hugely successful. So why worry about the competition?

A strong, egalitarian feminist

The Complete Woman is a gentle but unrepentant feminist who would 'harm no one, yet she does her will'⁶. This quote entreats us to live by our own rules as long as we are not intending to harm anyone or anything.

She is a feminist because she embodies humanitarian values. The Complete Woman has surrounded herself with people who are not threatened by this word. They understand that it is in the best interest of humanity that women be honoured and respected as equals to men in every way. There is no intent to denigrate and humiliate men or render them second-class citizens. True feminism is simply support for women's global equality, while celebrating the differences between the genders.

⁶ The Wiccan Reed With These Eight Words, The Wiccan Rede Fulfill: "An' It Harm None, Do What Ye Will." From www.thepaganlibrary.com.

The Complete Woman's Manifesto

In 2010, in Canada, it is an obvious matter of global fact that a society will thrive as its women thrive. It has been proven again and again, throughout human history, that to empower women through human rights, education, freedom of movement, reproductive rights and political action, and strive for a pro-feminist, egalitarian mindset, is good for humanity and for the Earth.

This message is thoughtfully implied by the captivating title of the book written by Jean Shinoda Bolen, *An Urgent Message from Mother: Gather the Women and Save the World*⁷. This book is difficult and painful to read, as it exposes many truths about the political and economic reality for many people throughout the world and directly links this strife to choices based on greed and fear that have been made up until now. That said, as a true Complete Woman, Bolen includes one of the most empowering and inspirational poems of our time; a piece that speaks to the power of one and reminds us that individuals *can* make a difference.

"Tell me the weight of a snowflake," a sparrow asked a wild dove.

"Nothing more than nothing," the dove answered.

"In that case I must tell you a marvelous story," the sparrow said. "I sat on a fir branch close to the trunk when it began to snow. Not heavily, not in a raging blizzard. No, just like in a dream, without any violence at all. Since I didn't have anything better to do, I counted the snowflakes settling on the twigs and needles of my branch. Their number was exactly 3,471,952. When the next snowflake dropped onto the branch—nothing more than nothing — as you say — the branch broke off."

Having said that, the sparrow flew away

The dove, since Noah's time an authority on peace, thought about the story for a while. Finally, she said to herself, "Perhaps there is only one person's voice lacking for peace to come to the world."

Jean Shinoda Bolen demonstrates the qualities of a Complete Woman; she believes that her reader is one, too. The Complete Woman is aware of the work that needs to be done, why it must be done and what will happen if it remains undone. She also knows that both the work, and the solution are peaceful, and that all of us hold within ourselves the power to achieve the results that will benefit us, each other, the planet, and all living things.

Define success for yourself

The Complete Woman has made a deep declaration within her soul that this life of success is the one which the Source has always intended her to live. She is boldly setting the example for all who interact with her. Her life serves to teach by example because if The Source has intended it for her, It has intended it for everyone.

⁷ Shinoda Bolen, Jean. *An Urgent Message from Mother: Gather the Women and Save the World*. Conari Press, 2005.

The Complete Woman's Manifesto

In whatever measure we seek it, success should not cause fear or alarm. Most of all, the Complete Woman embraces success on her own terms, welcomes it, and strives to work towards it, regardless of how it is defined in her own mind and soul. Marianne Williamson's inspirational quote touches on this: "Your playing small does not serve the world."

A wonderful by-product of success on one's own terms is joy. To live consciously in the state of joy is to be a joy-maker, a teacher, a messenger, a living example of the embodiment of the Divine Spirit. To embrace joy is to give thanks to the Source for our blessings, and to express gratitude for these blessings by extending kindness to others, effectively "paying it forward". It is to teach by example and become a waking prophet.

Balance your life

This Manifesto concerns itself with business leadership; however, it is critical to realize that you cannot serve the world through your work if other areas of your life are neglected. As each of us is a reflection of the world, we must treat our life force energy as a micro-ecology of the planet. Balance and sustainability within our own lives is crucial to the ability to make lasting and meaningful contributions to humanity.

In addition, great ideas and creativity cannot come from a dry well. If there are parts of our lives in shadow, aspects which we consciously avoid or deny, there will be a corresponding blockage in the free flow of energy within our minds and bodies. This situation may manifest itself as mental fatigue, a lack of creativity, guilt surrounding the perceived neglect of a duty, or other, similar drains on our energy.

The Complete Woman understands that great effort is only possible when nourishment is available in sufficient quantity and quality to restore equilibrium. As we attempt to restore balance to our neglected and abused planet, so should we strive to maintain equilibrium in our business and personal lives, so that we may always draw from a clean and healthy well.

Make peace with money

The Complete Woman knows that money is a concept invented by humans to communicate the value of goods and services for the purpose of exchanging them. Money is a life force that must flow in and out of her business, in the same ways that oxygen, water and food must go in and out of the body for it to remain healthy.

The importance that quality plays in nourishing the body is the same as the quality of money that nourishes a business. In and of itself, money is not good or bad; it simply *is*. To earn, possess, charge or spend money holds no good or evil in and of itself, so long as it is done mindfully.

The Complete Woman's Manifesto

If you earn money through honourable means, if you deliver the value that you are promising, if you use your money consciously and harm no one, the energy that you are manifesting will be positive. If you acquire money in dishonourable ways or use it in ways that are harmful to yourself or to others, you will manifest negative energy. It is your personal relationship with it that creates this energy.

Show gratitude

The Complete Woman incorporates gratitude and humility in her everyday life. Far from making her servile or inferior, these qualities help her better serve her own purposes, Life, and humanity.

Gratitude comes from a place of deep humility. It is the realization that "I am blessed to be doing my work and have the peace and space in which to do it." There is nothing servile about this mindset; instead, it fosters appreciation and a profound sense of peace and serenity. It also allows us to appreciate the unique and thoughtful souls with whom we surround ourselves and with whom we move on a shared path.

Be what you do

The Complete Woman realizes that she cannot dissociate her "business" side from her "human" side.

To say this another way: The Complete Woman does not have compartments within her labelled The Business Woman, The Mother, The Wife, The Daughter, The Volunteer. Her core values shine through every business contact and personal decision she makes. She appears confident and grounded in both social and business settings, and the differences in her approach are based only on the areas in which they are applied.

In medieval times, tradespeople would often enter into agreements based only on a handshake and a promise. This kind of understanding is only possible when "your name is as good as your bond".

In today's business landscape, we recognize excellence and value it precisely because it resonates with integrity and a deep understanding that business is merely the exchange of goods, products and ideas between individuals with a common purpose. Today's traditional corporate model has placed many layers and levels between individuals, and we have lost the notion of "standing behind what you do". In contrast, the sheer volume and intensity of our business relationships can create disconnection between what we do and our expectations of our partners' values and behaviours.

Developing a reputation for honest representation and excellence, and nurturing it through every interaction with every one of our colleagues, clients and partners is a hallmark of the Complete Woman's business model.

Set your sights high

Your hopes and dreams are whispers from your soul that give you insight into the destiny you are meant to pursue. The burst of inspiration and motivation you feel when you think of fulfilling one of your dreams are wonderful intuitive hits, encouraging you to make your dreams into reality.

“The greatest danger for most of us is not that our aim is too high and we miss it, but that it is too low and we reach it.” Michelangelo’s words serve as both reassurance and caution. When we strive to achieve a high ideal and fail, it is perhaps because we have not thought it through, or we have tried to do too much too quickly. But beware of underachievement or setting the bar too low, he seems to say. Where is the pursuit, the challenge, the joy in that?

Gain inspiration

Inspiration is the well-spring from which we all draw, and it strikes us at different times and with varying intensity. However, it is always a whisper from our deepest selves, moving us to rethink our actions and methods.

Zig Ziglar is said to have coined the phrase “if you can dream it, you can achieve it.” Another version of that quote is “Whatever the mind can conceive, and you believe, you can achieve.”

The Complete Woman will respond to those words in this way: “Yes, and there is more to it than that.” A positive attitude will support you in achieving a better outcome than will a negative attitude.

To Henry Ford’s comment “Whether you think you can or can’t, either way you are right,” the Complete Woman will reply that merely thinking you can achieve something is not enough. A thought is only a seed, not yet even planted in the ground. The next step is action.

Get things done

Now what do you do with these positive thoughts and attitudes? What comes next? The Complete Woman has mastered the habit of cultivating positive thoughts so that the wiring of her mind is supporting her in her desire for action and change.

Yet the next pieces are critical. Hard work, discipline, character and integrity are essential qualities in this area. The Complete Woman has no fear of any of these elements. Quite the opposite; she embodies them naturally and with grace.

The Complete Woman's Manifesto

We all come to the path from different compass points, and each is valid. We are less concerned with our starting point, and focus more on the commitment required from each of us as we embark on the path of enlightened business leadership.

Take action now

Ultimately, this Manifesto is about living consciously, responsibly and with emotional intelligence. This is a description of the mindset for a leadership journey.

The Complete Woman is devoted to learning and growing every day. With each “aha!” moment, she renews her ability to talk it, walk it, teach it and be it. We have overcome the need to play the victim, as we understand there is no power in seducing others to buy our limiting beliefs and the self-defeating stories that come from consciously electing to remain “small”.

With this Manifesto, you are called to step up. To rise again when you trip and fall. The truth is that some days, you will do better than others. Some days, you will feel stronger, smarter and more present. All you have to do in order to live up to the values in this Manifesto is to pledge to always do your best. The quality of your “best” at any given moment doesn't matter, because the power you wield is embedded in your intention.

Our deepest fear is not that we are inadequate; it is that we are powerful beyond measure. It is our light, not our darkness that most frightens us. We ask ourselves: Who am I to be brilliant, gorgeous, talented, fabulous? Actually, who are you not to be? You are a child of God. Your playing small does not serve the world. There is nothing enlightened about shrinking so that other people won't feel insecure around you. We are all meant to shine, as children do. We were born to make manifest the glory of God that is within us. It's not just in some of us; it's in everyone. And as we let our own light shine, we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others.”

~ Marianne Williamson

PART THREE: THE EIGHT STEPS

Introduction: Breaking the branch

Part 3 of this manifesto is a workbook and journal tool for you to explore your thoughts about what it means to be a Complete Woman. This tool will support you through the process of designing actions to manifest your vision.

Take your time, as this is the work of a lifetime. Be patient with yourself and with others around you, and remember that the *Complete Woman's Manifesto* is a compilation of guiding principles to which you aspire. There is no guaranteed prescription for success, as your path is entirely yours to design, carve out and then walk.

Your path is as unique as each of the snowflakes that gathered and eventually broke the branch.

Being complete is much like reaching your potential. It never actually happens. Each time you achieve a goal, reach a milestone or embody a precious 'ah ha!' moment, you effectively raise your own standards, reach out a little further, wade in a little deeper, stretch a little more.

As you grow and expand through nurturing your values, you will coach and mentor others who are also on the path. The liberation of the *Complete Woman's Manifesto* is that there is no doctrine to dictate to anyone, no 'us against them' thinking. The Complete Woman releases her need to judge those who do not follow in her exact footsteps because she knows how to finish stating her opinions with the suffix "for me and my family".

For example, she may say "Being a stay-at-home mom is the right thing to do....for me and my family"; or "enrolling my children in daycare is the right thing to dofor me and my family", or "starting my own business was the right thing to do....for me and my family", or "keeping my corporate job was the right thing to do....for me and my family."

Herein lies the freedom of the Complete Woman. She knows her mind, her heart and her spirit. She gives herself the freedom to embrace all that she is and liberates herself and others to do the same.

Namaste ("the divine in me bows to the divine in you").

The Eight Steps towards becoming a Complete Woman

The following pages contain an Eight-Step programme which will allow you to focus more clearly and specifically on your values, beliefs and dreams. These guided exercises should be done sequentially so that you are able to build on each concept and move towards the next one smoothly and mindfully.

Give yourself time and space to complete these exercises. If you are centered, and are thinking holistically about your business, you will find them rewarding and revealing steps towards the embodiment of the Complete Woman.

The Complete Woman's Eight-Step Guide to Goal-Setting for Success

The Eight-Step Guide to Goal-Setting for Success is designed to allow you to think both critically and intuitively about your business. Coming from a place of strength and clarity, you will be able to define your business' core values, and then use these values and the positive energy of affirmations and past successes to create clear, measurable goals that resonate with your desires as well as the needs and growth of your business.

Here are some of the issues you will explore during this journey.

1. Obtain clarity by discovering your Value-Based Priorities (VBP):

- Write down all of your life priorities
- Review the list and assign a personal value to each one (family, spiritual, financial, house and home, health and fitness, etc.)

2. Write down all of the things you do on a regular basis. This is where you take stock of your daily activities, be they positive, negative, time-consuming or quick. The point is for you have a look at where you are spending your time and where you are investing it.

3. Write down how much time you spend on each. This is an input exercise called 'the task catcher'.

4. Evaluate how your use of time and tasks supports your priorities. The goal is to feed our energy towards value-based priorities (VBP). Tasks which do not support your values must be reconsidered.

- What is your reason for saying yes to these things?
- What causes you to allow these tasks to consume your precious energy away from your VBP?
- What steps can you take to removing these tasks from your to-do list?
- What are your thoughts on:
 - Hiring someone to do this task
 - Delegating this task to someone else?
- "Get over it?" (are we creating tasks to consume our time because that task allows us to avoid other things?)
- "Just say no?"(this "guilt-free no" means you have identified that the task does not support your VBP and therefore does not serve you or your purpose)

Now you should have a clear written statement about what matters to you in life - your values and priorities. You have created space in which to focus on those critical points rather than all the "noise" that surrounds you. Focus on your priorities and the 'noise' will subside.

The Complete Woman's Manifesto

5. Look ahead by looking within:

Write down your Big Dreams, Little Dreams, Far-Away Dreams, Long-Gone Dreams and "Want it now!" Dreams. Writing them down makes them concrete and you will be able to turn them into intentions. For example:

- Do you dream of finding 30 minutes a day to meditate?
- Do you want to become a sky or scuba diver?
- Own a house?
- Learn to cook?
- Start your own business?
- Read a book a day/week/ month/year?
- Write a book?
- Earn a degree?
- Send your kids to university if they want to go?
- Travel? If so, where?
- Speak in front of a group?
- Sing before an audience?
- Create a painting and sell it?
- Find an old friend with whom you lost touch?
- Trace your ancestry?
- Climb a tree?

Begin a list of all of your hopes and dreams. Brainstorm as much as you can. Grow the list every day until you notice a theme developing. Within a few weeks, you should have DOZENS of items on your list. Come on! The Complete Woman aspires to manifest abundant joy; so do not deprive yourself of yours.

6. Has this exercise allowed you to clarify your thoughts around what you want out of life? How so?

7. Has this exercise allowed you to connect you with the thoughts that inspire and motivate you? How so?

8. Has this exercise allowed you to align your dreams for the future with your VBP? How so?

9. Has this exercise allowed you to reconnect with ideas that you may have abandoned or forgotten long ago? How so?

The Complete Woman's Manifesto

10. What recurring themes are revealing themselves to you? What does that mean?

- Summarize the thoughts around what you have crystallized about your
 - Values
 - Priorities
 - Dreams

The work that you have done until now forms the strong personal and professional foundation of the Complete Woman. The key is to always remember that the personal and the professional are one. In essence, you are your own brand.

STEP ONE: Vision and mission

In this section, I will describe how to clarify and write your Vision and Mission Statement. This statement embodies your values and priorities, and articulates them in a way that inspires you and those around you.

The Complete Woman is able to make choices and commitments based on her personal values. She recognizes that these choices govern our lives and give us direction and purpose. Although we may not always have control over the events in our lives or what others say and do, we always have a choice in how we react.

Whether great or small, local or global, leadership lies at the heart of all business success. True to the guiding principles of this *Manifesto*, leadership values are at the root of all human interactions.

Write down your insights on these thought-provoking questions:

- What does it mean to be a leader?
- What is required of a leader?
- How does leadership affect my vision and mission?

List your reactions to each phrase:

- Leaders consistently strive for excellence.
- Leaders are purposeful and passionate about the work they do.
- Leaders are respectful of the privilege and responsibility of being of service to others.
- Leaders are grounded in who they are, and live without the need for approval from others.
- Leaders are guided by personal values and strengths.
- Leaders are authentic in their self-expression.
- Leaders are fully present to learning from success as well as setbacks.
- Leaders are collaborative in their approach to dealing with others.
- Leaders are optimistic in thinking and action.
- Leaders are generous in compassion and spirit.
- Leaders are genuine, truthful and authentic.

STEP TWO: The Calling

The Complete Woman knows her depth and is able to explore her inner ways of being. This is how she hears her Personal Calling.

A Personal Calling might also be called a life path or inner knowing (if you have a preferred word or term that resonates more profoundly for you, feel free to use it here). Your ability to connect with your Personal Calling lies at the heart of your ability to reflect the leadership characteristics described above, and to achieve excellence in everything you undertake.

Hearing and heeding a Personal Calling guide your choice. This provides connection to the authenticity that enables you to create purpose and meaning in your life, and helps you choose where you can make your contribution.

One's Personal Calling is unique, both in its expression and revelation. It may come to us in different ways, through wishes, dreams, yearnings, unfulfilled longings or curiosity.

Write down how you have connected to your Personal Calling through one or more of the following:

- Dreams
- Symbols
- Coincidences
- Life events
- Intuition
- Cravings or yearnings
- Anything else that comes to mind

Take a few moments of quiet and private reflection, and then answer these questions:

- How has your Personal Calling come to you? (may be more than one)
- What was your first reaction?
- What has been the evolution of your reaction?
- How did you know that it was a signal?
- What can you do to stay tuned into your Personal Calling?
- What have you done in response to your Personal Calling?
- What have you not been willing to do, and why?
- What setbacks have you experienced and how have they affected your resolve?

STEP THREE: Evolving your Personal Calling into a Vision and Mission

There is a simple way to evolve your Personal Calling into a Vision and Mission: claim it and name it! Claiming and naming your Personal Calling allows you to embrace it, craft it, breathe life into it and make space for it in your life. Claimed and named, it is now a Vision and Mission.

How, then, do a Vision and Mission evolve from a concept in your mind to become tools you will use to communicate who you are and what you do?

An effective Vision and Mission Statement has the following characteristics:

- It describes the contribution that you want to make to humanity⁸
- It is imaginative and goes beyond the practical
- It is challenging, bordering on the impossible
- It states ideals that are as yet unrealized
- It is broad, sweeping, and inspiring
- It is stated in positive terms
- It is based on your values and beliefs
- It compels action
- It inspires you and others

Begin by writing down the characteristics of your Vision and Mission. Use a free-flow style to start, and allow the process to occur naturally - you can always edit later. Include the following:

- What are your values and priorities?
- Who will benefit from the realization of your Vision and Mission?
- How will humanity benefit from your Vision and Mission?

Use this statement to describe:

- Your Vision for humanity
- Your Mission (role or contribution) to achieving this vision
- What actions you will take every day, starting now, to live your Vision and Mission

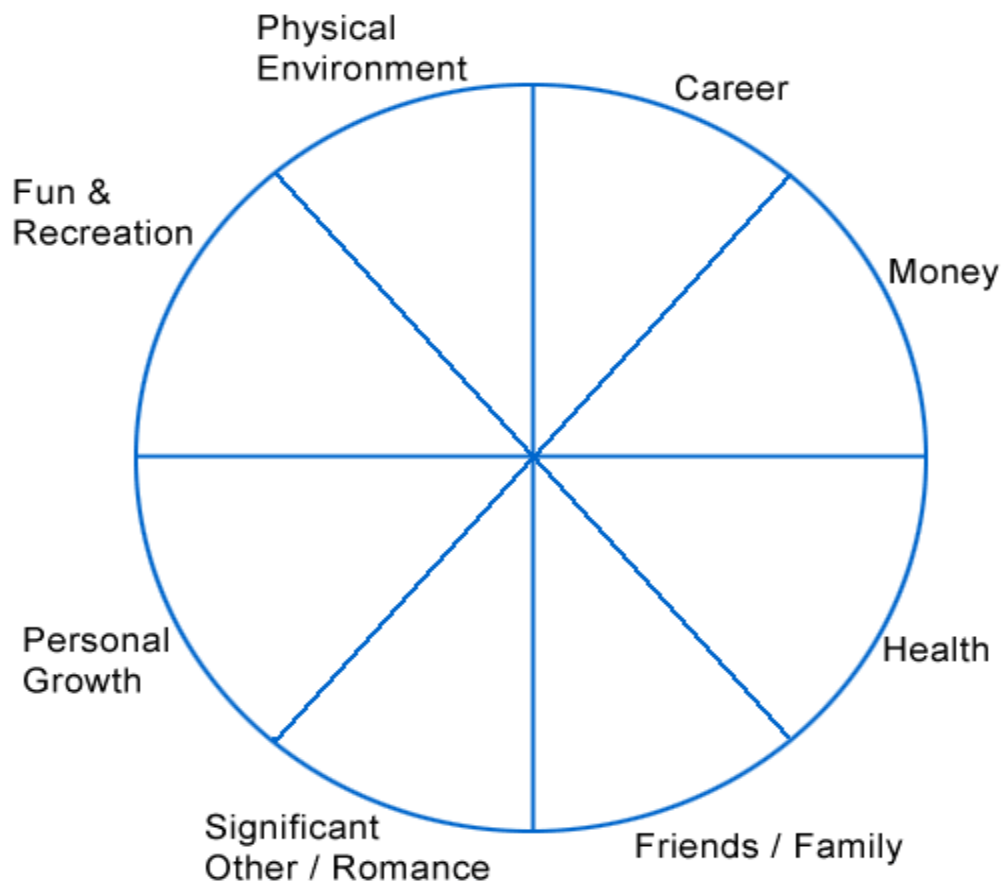
You are a Complete Woman. You are a leader. Your foundation is deep and solid and your values act as a compass toward right action. Your Vision and Mission are clearly stated. You have made choices and you have a deep understanding of your commitments.

⁸ I am not suggesting that you must aim to personally contact the entire population of the planet. I believe in what Gandhi taught, in that being the change you want to see in the world serves all of humanity.

STEP FOUR: Seeing is believing

Before goal-setting and action-planning can occur, you must conjure your inspiration and motivation through visualization.

Recall your values and draw a circle to represent your life. This is your Wheel. Here is an example of what you may include in it, although your inspiration may be considerably different.



Imagine that the centre of the wheel represents 0% satisfaction and the outer ring represents 100% satisfaction. Once your circle is drawn to reflect your values, colour in the percentage of each segment according to your level of completeness within each.

This exercise will help you identify which personal value to prioritize. Your wheel could end up looking quite uneven depending on what aspects of your life you currently emphasize the most. This exercise will reveal any gaps and show you where you can start adding more time and attention.

The Complete Woman's Manifesto

Once this is done, now imagine your life when you are living it at your best and fullest potential. A few thoughts, based on the values indicated in the Life Wheel above, are listed below each category to help guide you.

A. YOUR WORK

Describe the following in as much detail as possible:

- What you do for work
- Your working day

B. YOUR IDEAL CLIENT

Think of someone with whom you truly enjoyed working in the past. Now describe that person's characteristics:

- How did they respond to your work?
- How much did they pay you?
- How many ideal clients do you have?
- What other characteristics does your ideal client have?

C. FINANCES

Describe the following in as much detail as possible:

- How much do you charge for what you do?
- How would you describe your relationship with money?
- How much money have you put aside in your savings account and have at your disposal, should you need it?
- What kind of investments do you have?
- To what charities do you donate?

D. FUN AND RECREATION

Describe the following in as much detail as possible:

- What are your hobbies?
- What do you do for play?
- How much time do you spend on hobbies and play?

E. FRIENDS AND FAMILY

Describe the following in as much detail as possible:

- Who shares your life?
- Name each person in your ideal inner circle
- Describe each person in your ideal inner circle

F. PHYSICAL ENVIRONMENT

Describe the following in as much detail as possible:

- Where do you live?
- What does your home look like?
- Describe each room in detail. What do your surroundings look like? Do you have gardens? A view? What does the night sky look like?

G. HEALTH AND FITNESS

Describe the following in as much detail as possible:

- How fit and healthy are you?
- What do you do for exercise?
- How often do you exercise?
- What do you do to honour your health?
- What do you eat?
- How do you eat?
- When did you last see a doctor?
- Which complimentary healthcare practitioners do you see?
- What have you done to eliminate toxins from your home?
- What current habits do you have that you feel are unhealthy?

H. PERSONAL DEVELOPMENT

Describe the following in as much detail as possible:

- What are you learning?
- What have you always wanted to learn, but not had time/money for?
- What do you do that brings you joy?
- How do you nurture your spirit?

These questions and categories are not meant to be limiting, but rather are meant to provide you with some guidance for brainstorming on paper.

STEP FIVE: Goal categories

Brainstorming and visualizing your life in the future (when you will be living your desired life through devotion to your Vision and Mission) through the Life Wheel exercise have prepared you for the process of identifying your goal categories.

Defining and detailing your goal categories allows you to shift your thinking about your ideal life away from the theoretical and future. It creates a clear, concrete and practical list of "here-and-now" steps you can take to step onto the path towards your ideal life.

Goal categories are usually fairly general, but may be narrowed into specific tasks and activities required to complete each goal. An example of a general goal category might be 'beautifying my surroundings'. Under this category, several specific goals, such as "painting the house", "working in the garden" or "finishing the basement to create an office" may be added to focus your thinking and create action steps.

Here is a list of goal categories based on the Life Wheel in Step Four. As always, use these as guidelines only, as your categories may be completely different. A goal category may have many points, or very few. Refer to and update this list regularly as you attain goals or your priorities change.

- Spiritual goals
- Health goals
- Community goals
- Financial goals
- Learning and development goals
- Family goals
- Social goals
- Career and business goals
- Travel goals
- Acquisition goals
- Harmony goals
- Environmental goals
- Personal ("me") goals
- Surroundings goals
- Hobby goals

STEP SIX: Start with SMART!

At this point, your work will become very practical and process-based.

Return to your original research for reminders of your key values and priorities, then begin your goal-planning process based on your notes in the Steps above.

Once you have selected your most important priorities based from your most cherished values, it's time to break them down even further into what is known as **SMART goals**. This is an acronym for Specific, Measurable, Achievable, Realistic and Time-framed. Some additional clarification on these types of goals:

Specific: a specific goal is precise and detailed. For example, a good specific goal would be "I want to grow my practice by attracting two new clients a month for the next 6 months, or until my practice is full." Simply stating "I want to have more clients" is not specific enough at this point.

Measurable: your goal must be measurable. In the example above, you stated exactly how many clients you want to attract. This will enable you to revisit your goals and revise or tweak them if needed.

Achievable: a good measure of determining whether your goal is achievable is to write out the steps required to attain them. You will note such things as:

- How much time you will need to work on your goal each day?
- How many days of work it will require?
- Do you have the skills, training and knowledge required?
- Do you have the funds required to invest in your project?
- Do you have the support required?
- Do you have the resources required?
- Do you have the motivation, inspiration and interest?
- Do you have the health and/or physical stamina required?
- Do you have the physical tools and location required?

Ask yourself honest questions about the achievability of your goal. If you realize that you answered 'no' to any of them, then you should be very pleased, because you have identified a **micro-goal**. A micro-goal could also be described as a tiny step or action that you must take before you can start working on your larger goal. For example, if your larger goal is to make 10 calls to new clients, a micro-goal might be the creation of a database to track your progress, which you should undertake before you even begin making calls.

The Complete Woman's Manifesto

Thus, a micro-goal is an item that you must achieve to establish winning conditions and move another step closer to success. Break down each micro-goal until you have identified a **SMART** goal and build your foundation by achieving them one by one.

Realistic: once you have decided your goal is achievable, you must evaluate whether it is realistic, or even realistically high. Goals that are set too low are easily attained and fail to provide any sense of satisfaction or challenge. Conversely, goals that are set too high are demoralizing because there is a high risk of failure, and it is difficult to remain motivated.

Time-framed: you must have a deadline for the achievement of your goal. No deadline means that you have no way of prioritizing the tasks required to achieve your goal and no way of measuring or marking progress.

The method for success

Now that you have written your detailed **SMART** goals, it's time to get to work. Here is the proven method for success:

1. *Establish your focus.* This means being clear on where you are going to begin.
2. *Explore the possibilities.* What are you going to do in order to achieve your goals?
3. *Plan the action.* What step-by-step process will you follow?
4. *Explore the barriers.* Have a good think about potential obstacles. If you anticipate obstacles and barriers to progress, you can prepare yourself and remove them in advance.
5. *Review and next steps.* Can you delegate any of the tasks to someone else? If so, make note of this.
6. *Reasons why.* Make a list of all the reasons you are doing this. When you succeed, how will you reward yourself? *Describe how* your life will improve. Positive statements like these will pull you towards your goals and motivate you along the way.
7. *Status quo statement.* Describe the status quo in your life. This statement will remind you that without action, your life will remain the same, or may get worse. This statement will serve to push you towards your goals.

STEP SEVEN: AFFIRM

Create detailed and positive **affirmations** to help you reach your goals, and remind yourself of the reasons you are engaging in this process. Affirmations should be stated in the positive, as though they already exist. In other words, they are expressed in terms of what you *do* want rather than what you *don't* want.

Positive affirmations and positive thinking techniques can help you develop a powerful and positive attitude to life, which is an essential element for success and good health. With this power, you can turn failure into success, and then take that success and drive it to a whole new level. Your positive attitude is the fuel for your success.⁹

Write out a few affirmations of your own here.

⁹ Visit <http://www.vitalaffirmations.com> to find many examples of positive affirmations.

STEP EIGHT: The cheerleader from your past

The next step in this very powerful process is to make a list of everything you have already accomplished in your life. Start by writing down highlights from your earliest days, or some of your fondest memories. Continue until you arrive at the present.

Be free and generous with yourself. Suspend judgment on the importance or relevance of what you have done. If you experienced feelings of pride, satisfaction or joy around an event or accomplishment, include it! If you received a pat on the back, an award, a certificate or a medal for it, write it down.

The purpose of this exercise is to remind you that you have already successfully achieved goals in your life, and thus will be able to do so again. This is your private space, in which you can resolutely silence that gremlin named Self-Doubt, and allow the cheerleader from your past to loudly sing your praises.

This step, in tandem with Step Seven (creating positive affirmations) will ensure that you tackle your goals and dreams with certainty and energy, secure in the knowledge of your past achievements and confident about your future potential.

CONCLUSION

Congratulations! You now have the essential skills required for goal-setting and action-planning. You also possess the tools to fine-tune these skills for the rest of your life. As you discover the power of these tools, you will want to use them for every aspect of your life, and in every step you take as a Complete Woman.

Please feel free to post about your Complete Woman journey on my blog: www.potentialtoperformance.com/blog - alternately, you may email it to me directly at c@potentialtoperformance.com

I would love to read your stories; and with your stated permission, I will share your experience in future blog editions.

In closing...

Mother Teresa, an ascendant master, once said that to find purpose in life, you must live a life of purpose. It is my fondest wish that the *Complete Woman's Manifesto* will support you in this quest.

May your purpose bring you peace and joy, and through you, do so for others.

I wish you well on your journey.

ABOUT CORRY ROBERTSON



Corry Robertson is an International Coach Federation (ICF) **certified coach** who works with executives and business owners. Those who partner with her produce transformational results.

Corry's clients appreciate her ability to diagnose the issues at hand and link that diagnosis to their impact on business results. Her sharp instincts and communication skills enable her to not only engage people but also to inspire them to improve their performance, enhance the quality of their lives and maximize their contribution at work, at home and in society.

By using the coach approach, Corry supports individuals through the process of discovery and ultimately, the development of personalized strategies for success.

Corry is uniquely qualified in this field. Combining practical experience as a business owner, preceded by a successful track record as an executive in the corporate world, she is a professional with a well-rounded perspective of the work place, organizational development and leadership challenges.

Corry's 15 years of practical business experience are enhanced by formal qualifications from Corporate Coach University's Advanced Corporate Coaching Program, a Bachelor's degree from Concordia University's prestigious Communication Studies Program and formal studies at McGill University in the fields of marketing and public relations. A lifelong learner, Corry is a member of the International Coach Federation and is a strong advocate and follower of this Federation's professional code of ethics.

Coach, facilitator and public speaker, Corry can tailor a wide range of packages to serve her clients' specific needs and requirements. She can be reached by email at c@potentialtoperformance.com.