

July 2017 Newsletter

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July 7 Full-Day Workshop

July 7 Full-Day Workshop

Authentic Enrollment: How to Enroll More Clients in a Way that is Authentic, Real and Not At All Sales-y

Presented by Chris Kenney

8:30 AM to 4:00 PM

Launch Building

4100 Midway Road #2120
Carrollton, TX 75007

(The building is on the east side of Midway just south of Park.)

Workshop Cost:

\$239 for ICF-NT members / \$279 for non-members

Join ICF-NT for our July 7 full-day Master Class with master of enrollment, Chris Kenney, Sales and Business Coach. Chris started as a telesales representative for Payroll Software Solutions, calling companies to generate product sales. Within ten years he was in the top face-to-face sales team, selling to large financial institutions—making his way into the firm's circle of excellence (reserved for the top 10% of achievers). He realized if he could sell hundreds of thousands of dollars of someone else's product, he could sell his own. He created a five-hour self-development workshop, made \$300K of sales in his first year (over \$400K in his second) and has quite literally never looked back.



Now, Chris is a sales and business coach, helping coaches, speakers and consultants sell high-end packages. He is living proof that you don't need to work harder, or longer hours, to maximize your results and with them your profits. He has generated a \$500K+ (and growing fast) business with no website, no complicated sales funnel, and only working what most people would consider part-time. People want to work with Chris because they know he's the one who will help them transform their business, allowing them to make more money and leverage their life. The same could be true for you.

Workshop Description: The days of pushy sales are over (if they ever really worked in the first place). Nobody wants to be 'sold' to. But as a coach you need to know how to sell your services so your business can thrive—and your work can reach the people you are here to serve. The challenge is how to do this in a way that feels natural, authentic—and not at all 'sales-y.'

Workshop Outcomes: Having enrollment conversations can be both fun and effective when you use a process that feels authentic to you and is focused on providing exceptional service for your potential clients. Join this master class to learn a new way to approach enrollment—that naturally leads to more clients and your message reaching the people you are here to serve. During this full-day workshop, you will discover:

- How the coaching skills you *already* possess are the key to authentic enrollment (and more prospects saying yes)
- Why the traditional marketing model you may have been taught is upside down—and how to flip it to provide a positive shift in your results
- Why asking questions is the key to effective enrollment—and how to know which questions to ask to allow potential clients to lead them to a natural 'yes' (or a clear 'no' if that is right for them)
- A natural but effective way to minimize price objection for your services

CCEUs for this Workshop: 6.5 Hours of Resource Development Credits

July 7 Full-Day Workshop

Workshop Cost:

\$239 for ICF-NT Members
\$279 for Non-Members

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

[Register for the
July 7 Workshop](#)

**Pay for this event online
when registering**

Meeting Details

Time: 8:30 AM to 4:00 PM

Location: Launch Building

Address: 4100 Midway Rd, #2120
Carrollton, TX 75007

July 14 Luncheon

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

Register by July 10: \$30
Register after July 10: \$40

[Register for the
July 14 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

Welcome to Our ICF North Texas New Members

May 25 — June 21

Connie Armbrust
Richard Morris
Angelique Sweeney
Liz Trocchio Smith

Member News

Congratulations to

Lisa Seay, ACC

*On receiving her ACC
(Associate Certified Coach)
credential from ICF.*

July 14 Luncheon Program

July 14 Luncheon Program

Finding Your Coaching Niche

**Panel Discussion By: William M Behrendt, PhD;
Helen Harkness, PhD; Dana Phillips, PCC; Susan Shapiro, MS, PCC
Moderated by Kristin Robertson**

Our July 14 luncheon program features a panel discussion by William M Behrendt, PhD; Helen Harkness, PhD; Dana Phillips, PCC; and Susan Shapiro, MS, PCC. The panel will be moderated by ICF-NT Board member and Program Chair, Kristen Robertson. Please join us for this enlightening program and learn from these well-established niche coaches in our community about the benefits of establishing your own coaching niche.

Program Description:

Many of the most successful coaches determine and market to a niche. A niche, according to Google.com, is "denoting or relating to products, services, or interests that appeal to a small, specialized section of the population." In other words, what specialized section of the population do you direct your coaching toward? This panel discussion will address your burning questions about identifying a coaching niche, including:

- What is a niche?
- How important is it to have a coaching niche?
- What are the benefits of having a niche?
- How do you "find" a coaching niche? Can it find you?
- How might your coaching niche align with your sense of purpose?
- Once found, what do you do to capitalize on your niche—market yourself to the niche?
- What best practices can you follow to be effective in your niche?

Program Outcomes:

You'll come away with a renewed sense of the specialized section of the population that you are called to serve! On this distinguished panel, we will hear from:

- Dr. Bill Behrendt, UT Southwestern Medical School
- Dr. Helen Harkness, Career Design Associates
- Dana Phillips, Team Connections
- Susan Shapiro, Onpoint Leadership

Kristin Robertson, ICF-NT Program Chair and Board member, will moderate the panel.

CCEUs for this Program: 1 CCEU in Resource Development

Meet our Panel:



William M. Behrendt, PhD, PCC
Bbehrendt81@gmail.com
214-766-4489

William (Bill) Behrendt has over 30 years' experience in Human Resources and Organizational Development in retail, healthcare and academic organizations. Bill most recently served for 13 years, until his retirement, as Vice President for Human Resources at the University of Texas Southwestern Medical Center in Dallas, where he was responsible for all "people" issues at the Medical School, and its University Hospitals and Clinics. Prior to coming to Dallas in 2003, Dr. Behrendt served as Vice President for Human Resources for CareGroup Health System and Beth Israel Deaconess Medical

Continued on Page 3 . . .

Envision COACH TRAINING



**Get World-Class
COACH TRAINING
from experts in the field**

"...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.

July 14 Luncheon Program (Continued)

Continued from Page 2 . . .

William M Behrendt, PhD (Continued)

Center in Boston, MA. He previously held the role of Senior Vice President for Human Resources at the BJC Healthcare System in St. Louis, MO. He also served as President of Barnes-Jewish West County Hospital in St. Louis. In these positions, Dr. Behrendt gained extensive knowledge and experience in Recruitment, Organization Development, Mergers and Acquisitions, Change Management, Strategic Planning and Executive Coaching. He has served as both an internal and external coach for executives, physicians, high potentials, new hires and other individuals, logging over 1,500 hours and accredited at the PCC level of the International Coach Federation.

Helen Harkness, PhD



options@career-design.com
972-278-4701

The work of Dr. Harkness through Career Design directly reflects and integrates her own multidimensional career. She is a successful entrepreneur in business and investments, a former academic dean/provost, college professor and director of human services. She has published four books and numerous articles on career management and organizational effectiveness. Her firm, Career Design Associates, Inc. has pioneered career management programs, processes and pathfinder presentations since 1978. Career Design Associates offers career assessment and workplace counseling for individuals, Career Design Profile™ for individuals, consulting for organizational clients, keynote addresses, seminars and customized workshops on employee enhancement and successful change management. Dr. Harkness teaches a course at Southern Methodist University called "Re-Focusing your Career."

Dana Phillips, PCC



dana@teamconnections.org
972-874-8070

Dana possesses a unique blend of skills; her experience in the field, her training as a time management coach, her years as an executive and now her work training coaches from around the world position her as an expert in direct sales coaching. Dana Phillips and her husband Neil have partnered together in direct sales for 30 years and have developed the only complete leadership program specifically designed to build leaders in direct sales. They're excellent coaches, and they were just as excellent as direct sellers. By the time they retired from Tupperware, their distributorship was #4 in the United States and #16 in the world. They've held corporate positions in a large network marketing company and have trained thousands of independent distributors in party plan as well as network marketing. They've taken this wealth of experience and built a style of coaching new leaders that specifically addresses the unique challenges of direct sales. Dana has been described admirably as the "only person in the world who can give you a hug and a kick in the pants at the same time." Dana has been trained as a Franklin Covey Personal Coach, is an Authorized Partner with Everything DiSC, and holds a PCC credential from the International Coach Federation.

Susan Shapiro, MS, PCC



sshapiro@onpoint-leadership.com
972-529-7549

Susan enjoyed a global sales and marketing role at Hewlett-Packard for 18 years. While there, she created and directed their Global System Integrator Program and discovered her passion for leadership development. In 2006 she launched Onpoint Leadership where she specializes in coaching high potential leaders. Susan helps them accelerate their growth, and prepare to take on greater challenges and responsibilities. She also coaches teams to leverage their best work in collaboration with others, and supports their discovery and growth in the areas of relationship building, collaboration, networking, communications, people-skills and delivering results. She is Past President of the North Texas Chapter of the International Coach Federation, and is a Professional Certified Coach (PCC). She holds a Bachelors in Marketing and a Masters in Management Science and Organizational Behavior from University of Texas at Dallas.



**Find out why
the most
Successful
Coaches
Start at
iPEC**

ACTP
Accredited Coach Training Program
International Coach Federation

START HERE

**Are you newly
Credentialed?**

Have you recently earned an ICF Coaching Credential?

Your ICF-NT Chapter wants to recognize your achievement.

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

President's Message

July . . . *Declare Your Independence!*



It's time to declare Independence from routine and responsibility to take a Summer Break! The hot season reminds us of the need to slow down for rhythms of rest and renewal, like watching fireworks. Instead of using your vacation to do home projects, clean closets or purge files, try doing less, or even nothing. Take time to get out of town to travel—go solo or visit friends and relatives.

When was the last time you took a moment to?

- Swing in the hammock or float in the pool
- Read fiction, not fact
- Watch a hummingbird visit your birdfeeder
- Take your dogs for a leisurely walk
- Close your eyes for a midday nap
- Watch the waves and smell salt air

New research shows that to produce at your peak level, you need periods of downtime and idleness, too. Try this summer fun:

- 1) **Play!** Give your conscious brain a 'time-out' by diversifying the type of work—or play—you engage in. This will restore your capacity to handle complex professional challenges and productive work when needed. Color a mandala, read a hobby magazine, write a letter to a friend, put on your favorite music—and dance in the kitchen.
- 2) **Find Quiet.** Disconnect for periods of time from social media, phones and laptops. Find a quiet place—even a conference room, library or garden—to think, reflect, meditate. Attention is a finite resource. Lower your stress with deep breathing and observing the moment.
- 3) **Travel.** Change your place and broaden your horizons by experiencing new cultures, different food and seeing majestic Nature. Greet strangers on tours and visit with relatives and friends to catch up and gain perspective from other lifestyles and viewpoints. Use those ICF competencies to 'ask powerful questions,' 'actively listen,' and 'establish trust and intimacy' with others—and find that your own coaching batteries get recharged.

What will you do on your summer slowdown? 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.

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.



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](#) by clicking on this link and then clicking on **Awards** in the Folders listed to download the nomination form. When you click on the nomination form document you have the option to save or open it.
- 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.

Connecting ICF-NT with Other Prof. Associations

Are You Connected With Other Professional Associations?

Many of our members come from backgrounds in related fields and maintain those affiliations. Part of our chapter's plan for Alliances this year is to cultivate existing relationships and develop new relationships between ICF-NT and other professional associations.

We know we would like to have regular, intentional interactions with:

- Dallas HR and Texas SHRM
- DFW OD Network
- ATD Dallas and ATD Ft. Worth

To maintain regular, intentional contact we need to have representatives who are involved in both worlds. If you are connected with one of these groups and would be available to be part of the conversation to develop a strategy for an alliance, please contact Alliances Coordinator Steve Coxsey at alliances@icf-nt.com.

Please let Steve know about other professional groups in related fields we should consider.

Seven LINC Groups are Forming or Meeting!

There are Seven LINC Groups Forming or Meeting!

ICF-NT
LINC
 Communities...

Laugh
Interact
Nurture
Contribute



[ICF-NT Group Page](#)

| LINC Name | Shared Interest | Organizer | Email |
|-----------------------------------|---|-----------------------|--|
| New Coach LINC | Coaches practicing less than two years | Cassandra Gaddis | cgaddis@ipeccoaching.com |
| Book Lovers LINC | Discussing the top new books | Randy Fernandez | weallmakechoices@yahoo.com |
| Women in Leadership LINC | High potential female leaders | Jaime Bilderback Goff | jaime.d.goff@gmail.com |
| Digital Marketing LINC | All things marketing in a digital world | Mike Caracalas | mikecaracalas@gmail.com |
| MCC Certification LINC | PCC's working toward MCC | Susan Shapiro | sshapiro@onpoint-leadership.com |
| Faith-Based Community LINC | Viewing Coaching as a Ministry | Tom Donaldson | tomdon48@hotmail.com |
| PCC Certification LINC | ACC's working toward PCC | Jude Olson | jude@judeolsoncoaching.com |



Need Help?

jim.cooper@ascendentleadership.com

cheryliclose@gmail.com





ICF Global News

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

Leverage the ICF Brand

The ICF has invested in great [marketing and brand work](#) that is available for use by members. Check out what is available and proudly display your membership in the strongest coaching organization on the planet!



Legal Risk to Coaching Profession Avoided

Legal Risk to Coaching Profession Avoided

The coaching profession in Texas would have been at risk under a new definition of the practice of psychology that the American Psychological Association (APA) was lobbying the state legislature to adopt earlier this year. Fortunately the legislature invited ICF to choose a representative to the Stakeholders Workgroup recommending definitions. ICF-NT board member Steve Coxsey represented ICF in the Workgroup.

The APA wanted to include language saying the practice of psychology includes "... evaluating, assessing, and/or facilitating the enhancement of individual, group, and/or organizational effectiveness—including personal effectiveness, adaptive behavior, interpersonal relationships, work and life adjustment, health, and individual, group, and/or organizational performance..." This would have swept up coaching, organization development, talent development, and aspects of human resources into the practice of psychology.

Steve advocated for limiting the definition to assessing and treating mental, emotional, and behavioral disorders, but Workgroup members wanted to include the APA's proposed language. So Steve got them to accept a compromise which was just signed into law by the governor. The compromise language says these activities are only the practice of psychology when a licensed psychologist engages in them or when a person represents them as psychological services.

Members who coach clients in other states should be aware the language from APA is part of their "model act" and they are encouraging every state to adopt it. While the language adopted in Texas restricts application only to licensed psychologists, APA opposes that restriction and wants their language adopted nationwide without any qualifiers.



You wouldn't trust your car to just *any* mechanic.

Why would your clients trust their future to just *any* coach?

Credentials matter. With a credential from the International Coach Federation you have the rigorous training, demonstrated experience, and commitment to ethical standards to protect you and your clients' interests.

Renew your ICF membership and credential to connect with cutting edge coaching research, lifelong learning, networking and community-building opportunities.

Go to www.coachfederation.org to renew today.



PRISM RETROSPECTIVE: CREATING A COACHING CULTURE

SAVE THE DATE
FRIDAY, OCTOBER 20TH

Hackberry Creek Country Club

| | |
|---------------|--------------------------|
| 12:00 - 12:30 | Networking and Welcome |
| 12:30 - 2:00 | Lunch and PRISM Overview |
| 2:00 - 4:00 | Panel Discussion and Q&A |
| 4:00 - 5:30 | Cocktail Reception |

PANEL DISCUSSION

Hear from past PRISM nominees and winners and learn how coaching has impacted their organizations.

The PRISM Award was created to recognize, celebrate, and learn from organizations that have embraced coaching as an integral part of their leadership strategy. It is a highlight for ICF in North Texas and around the world.

PRISM *Award*

INTERNATIONAL COACH FEDERATION
OF NORTH TEXAS

WWW.ICF-NT.COM

PRISM Committee Needs Your Help!

We Need Your Help!

Prism Retrospective: Creating a Coaching Culture

Friday, October 20

Noon to 5:30 PM

Hackberry Creek Country Club

Join the PRISM Planning Committee. 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.

2017 Sponsorship Chair and Committee

- Secure sponsors for the Prism Retrospective event in October 2017 and the Prism Award event in 2018.
- Send letters and emails to potential corporate sponsors and, follow up with phone calls.
- Collect all company descriptions, logos for print and online materials, and confirm attendee reservations.

2017 Marketing and PR

- Coordinate with the Social Media, Communications and Alliances Chairs on the ICF-NT Board to create messaging for various membership and community segments.

2017 Program Brochure

- Create visually appealing day-of-event program. Requires creativity and attention to detail and coordinating with other committee members, particularly sponsorship.

2017 Invitations and Registration

- Develop a master list of invitees from the business community and alliances.
- Create and send out official invitations.
- Manage the reservations and check-in process in conjunction with the Membership Committee.

2017 Power Point Presentation

- Coordinate and create the Power Point Presentation that will be used the day of the event.

2017 Event Set-Up and Signage

- Ensure sponsors and special guests receive all promised benefits.
- Create and place signage for sponsors and other event details.
- Assist Prism Chair with event décor and preparation.

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

ICF-NT Social Media Update

Social Media Update

What's all the hubbub on Social Media? Why should I use any of these forums?

Our intention is to reach you and any potential coaching clients or organizations looking for coaches by using all platforms available to us. We have a Facebook page, a Facebook group, a LinkedIn network, and Twitter. These are places where you can find information to build your business, potential clients, and build your coaching community. Here are the links to getting yourself on our sites:

LinkedIn

- Log into LinkedIn and search for groups using "ICF North Texas Chapter"
- Ask to join the group and we will add you. <https://www.linkedin.com/groups/1863052>

Our LinkedIn platform is a great way to market your business and share ideas with fellow coaches. LinkedIn allows for person-to-person interaction and some of you already use this to share your business offerings. One great benefit of using LinkedIn is that your post will be sent through email to everyone in the network. It is a great direct method of communicating with your fellow coaches.

Twitter

If you like fast paced information, Twitter is your speed. Along with following political and news trends, Twitter is a great mechanism to build your business and stay current with daily trends. Follow us using the account link: https://twitter.com/ICF_NT.

Facebook Page Instructions

Here is the link: <https://www.facebook.com/icfnt/>. Once you are in there, you can make sure you always receive notifications about our chapter by changing your follow status from the "Following" drop-down menu at the top of the page. Under "In Your Newsfeed," select "See First" and under "Notifications," select "All". The screen shot at the end of this article shows how it looks from a laptop.

Facebook Group Instructions:

ICF North Texas now has our own Facebook Group. Please join us there and get the conversation started! In addition to our Page, which you can like and receive news with the rest of the public, our new Group is intended for current ICF-NT members and guests. While the Page is more focused on broadcast messages, the Group can be a more intimate place for our members and guests to engage with each other.

When you are a member of the Group, you have full rights to post and respond to any content that interests you. You can search for the Group in Facebook as [ICF North Texas Members and Guests](#) and request to be added, or if you have a friend/colleague who's already in the group, they can add you directly. Once you're in, be sure to return the favor and add three more people who haven't found the Group yet, and then start a conversation.

If you need more information or assistance you can email Norma Martinez at PR@icf-nt.com.

What's Happening in the ICF-NT Facebook Group?

If you haven't joined our group, you're missing out on some great information. This is a forum where anyone can post any content or share any information with other members of ICF NT. You can even invite others to join. Recently, we've been chatting about:

- ICF Converge 2017—first global ICF conference in a long time that will be happening in August in Washington, DC
- International Coaching Week and how coaches in our chapter reflect, renew and recommit when it comes to coaching
- Tips on how to prepare for the Coach Knowledge Assessment (CKA) as part of the ICF credentialing process
- Links to helpful articles about growing your coaching business and how to make people eager to invest in coaching
- New LINC's (learn more about these [here](#))

Click [here](#) to join. And, remember to like and comment on posts so that you see updates and new posts as they occur.



Save the Date – Holiday Fiesta on December 7

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](#)



SAVE THE DATE AMIGOS!



THURSDAY, DECEMBER 7TH, 2017

HOLIDAY FIESTA

VIA REAL RESTAURANT, IRVING, TEXAS
5 PM - 8 PM | \$40 PER PERSON

Includes Dinner & 2 Drink Tickets,
Complimentary Dessert plus a FREE Gift!
Spouses and Significant Others Welcome!

Look for details on the website soon!

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.

Upcoming Chapter Meetings and Programs

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

| | |
|-------------|---|
| July 7 | ICF-NT Full Day Workshop from 8:30 AM—4:00 PM. The Launch Building, 4100 Midway Rd #2120, Carrollton, TX 75007. <i>Authentic Enrollment: How to Enroll More Clients in a Way that is Authentic, Real and Not At All Sales-y.</i> By Chris Kenney. |
| July 14 | ICF-NT Luncheon Program at Hackberry Creek Country Club. <i>Finding Your Coaching Niche.</i> Panel Discussion by William M Behrendt, PhD; Helen Harkness, PhD; Dana Phillips, PCC; and Susan Shapiro, MS, PCC. Moderated by Kristin Robertson, ICF-NT Board Member and Program Chair. |
| August 11 | ICF-NT Luncheon Program at Hackberry Creek Country Club. Information is forthcoming on the speaker and topic for August. |
| 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 12:00—5:30 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. |

I never cease to be amazed at the power of the coaching process to draw out the skills or talent that was previously hidden within an individual, and which invariably finds a way to solve a problem previously thought unsolvable.

~ John Russell, Managing Director, Harley-Davidson Europe Ltd.

International Coach Federation—North Texas Chapter

www.icf-nt.com

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