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#### President's Message

Dear Colleagues and Friends:

Last year, the ICF-North Texas board adopted five values to guide their work and create a positive meaningful experience for chapter members. These five values are **Authenticity**, **Innovation**, **Community**, **Excellence**, and **Abundance**. As suggested in the logo, **Abundance** is the core value that connects the other four values. Abundance is the positive outcome produced when we actively incorporate in all we do an authentic and innovative mindset that embraces community and reflects excellence and high quality.

We can apply these values in how we interact:

- One on one
- In a formal group such as the board or a committee
- In an ad hoc group around a table at a chapter meeting
- At an event of another professional organization
- At an ICF Global or ICF chapter event

We can promote these values in how we communicate and how we engage such as:

- Helping a fellow member in making connections
- Supporting a board member in managing targeted tasks
- Volunteering for a specific one-off activity
- Asking colleagues to join you in volunteering
- Joining an ICF Global committee or activity



Engagement is the energy that builds business relationships, friendships, and community. By growing your network you expand your own reach and create your own abundance. Watch for information throughout the summer on our website and at our monthly meetings about how you can engage. Whether it's pro bono coaching, working on a committee, leading a short-term project, or helping get our new webinar offering off the ground, there are many ways for you to be a part of our chapter's abundance. Step up and join us in ramping up our connections!

Regards always,



Catherine A. Oleksiw, Ph.D., PCC  
ICF-NT President, [President@icf-nt.com](mailto:President@icf-nt.com)

***When I came here, I was looking for a community. Then I realized I was helping to create one.***

***~ Ryan Albright, Ohio State University student***

## June 8 Luncheon

Register at [www.icf-nt.com](http://www.icf-nt.com)  
or click on Registration Button

Register by June 7: \$30  
Register after June 7: \$40

**Register for the June 8  
Luncheon Program**

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](http://www.hackberrycreekcc.com)



## June 8 Luncheon Program—Early Bird Registration Extended

### Solutions to the Top Five Business Development Mistakes Coaches Make

By Kelly Gallagher, PCC

Our June 8 luncheon program features Kelly Gallagher, PCC. Kelly has front-line experience, success, and deep domain knowledge in business development, and she is one of a select group of sales professionals that is also credentialed and highly successful as an executive coach. With over 30 years of winning experience in the selling arena, her business acumen and marketplace knowledge also make her a highly sought after coach, speaker, corporate sales trainer and consultant.



A life-long student of human behavior, Kelly inspires leaders, business professionals, and entrepreneurs to reach their full potential by developing strong communication and messaging techniques as well as strength-based consultative styles. Kelly is also certified in corporate cultural assessment and follow-up planning/programming.

Kelly has served as an adjunct speaker at the University of Texas at Dallas within their executive coaching program practitioner's series. Since 1990, she has mentored and developed hundreds of sales professionals, corporate managers, and marketing leadership teams. Kelly has also won numerous prestigious sales awards and sales training recognition.

Kelly's educational background includes a bachelor's degree from Indiana University in Education and Life Sciences and a master's degree from the University of Texas at Dallas in Management and Organizational behavior. She is an ICF credentialed coach at the PCC level.

### Program Description:

As coaches we are often in situations where we need to expand our book of business or influence. It is important for the tenured coach, the internal coach, and those starting their practices to manage the balance between a genuine desire to help others while continually staying in a growth mode. Like it or not, we are all in sales!

In this highly interactive presentation, Kelly will introduce the concepts of consultative selling for coaches and best practice solutions to avoid common pitfalls in developing and growing a business. Content has been developed from hundreds of hours exclusively coaching coaches to sell using existing strengths, combined with 20 years of personal award winning corporate experience in consultative selling.

### Program learning outcomes:

1. Understand best practices for influence and growth
  2. Reach business objectives faster and with more comfort
  3. Learn to differentiate your practice based on *prospect's needs*
  4. Stand out from the pack with *meaningful* value propositions
  5. Learn techniques to quickly open up prospects
- ... and above all, do it all with great authenticity and comfort.

**CCEUs for this program:** 1 Resource Development CCEU

*Be sure to check in at the Welcome Table when you arrive at monthly meetings so we can record your attendance. CCEU certificates are sent only to those who actually attend our meetings.*

*Check your email on Monday following an ICF-NT luncheon or workshop for your CCEU certificate. If you have questions or have not received your certificate, please contact [programs@icf-nt.com](mailto:programs@icf-nt.com).*

## June 8 Workshop

Register at [www.icf-nt.com](http://www.icf-nt.com)  
or click on Registration Button

[Register for the  
June 8 Workshop](#)

Pay for this event online  
when registering

### Workshop Details

**Time:** 1:30 to 3:30 PM  
**Location:** Hackberry Creek  
Country Club  
**Address:** 1901 W. Royal Lane  
Irving, TX 76051  
**Website:** [www.hackberrycreekcc.com](http://www.hackberrycreekcc.com)



**TEAM & GROUP**  
COACHING ACADEMY

LEVERAGING THE POWER OF COLLECTIVE WISDOM



Leveraging the Power  
of Collective Wisdom

### ICF-CCEs Approved Courses

- \* Group Coaching Certification
- \* Group Coaching Practicum
- \* Team Coaching Certification
- \* Team Coaching Practicum

Courses starting as low  
as \$495

**Enroll Now**



Continuing Coaching Education  
International Coach Federation

## June 8 Workshop

### Deepening the Learning: Application of Business Development Solutions to Your World

By Kelly Gallagher, PCC

**1:30 to 3:30 PM**

(Immediately following the luncheon program)

### Workshop Price:

Early Registration — \$69.00

Day of Workshop — \$79.00

In this fun, highly interactive workshop Kelly will use her business development background to lead participants through specific communication processes techniques and demonstrate how to sell consultatively with great authenticity and integrity. Demonstrations include selling to corporate prospects as well as individuals.

### Workshop Objectives:

Learn to apply consultative selling skills to:

1. Enhance emotional intelligence
2. Improve communication
3. Handle dynamics of any business conversation with confidence
4. Develop at least one new idea for a continuous pipeline of prospects.

Specific group processes include:

1. Developing trust quickly
2. Listen-Concentrate-Connect
3. Making strategic active choices while in the presentation process
4. Give and take
5. Making the prospect look brilliant

**CCEUs for this workshop:** 2 Resource Development CCEUs

## ICF-NT Newsletter On Vacation until September!

We hope you've come to anticipate receiving the ICF-NT monthly newsletter. We aim to include information you find helpful and that connects you to our chapter. As a part of continuous improvement and to better address the way we like to send and receive information in today's busy world, we are putting some changes into the works. Starting in September 2018, you will see a fresh newsletter format, still delivered to your email but containing smaller, bite-sized information with the ability to click through to our website for more detail. You'll also see a format easier for you to read on a mobile device.

Don't worry about missing out on what's going on in the chapter during the summer months. We will continue to send email blasts on specific topics and events. You can also check our website ([www.icf-nt.com](http://www.icf-nt.com)) and our social media channels (Facebook, Twitter and LinkedIn) to make sure you're in the know!

If you have any questions or would like to volunteer on this exciting project to reinvent our newsletter, please contact Lisa Seay at [Communications@icf-nt.com](mailto:Communications@icf-nt.com).

## Expired ICF Global Members Will Be Dropped on Tuesday, June 5

On June 5, ICF will deactivate any member whose membership expired on March 31, 2018 and who has not yet renewed. Expired Members can reinstate their ICF memberships by visiting [coachfederation.org/renew](http://coachfederation.org/renew).

## 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.



Get World-Class  
COACH TRAINING  
from experts in the field

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

"...truly transformational..."

"...an AMAZING program..."

LEARN MORE



## Volunteer Opportunity with Girls Inc Tarrant County

International Coaching Week (ICW) was held May 7 – 13 and is a global celebration of the coaching profession intended to educate the public about the value of working with a professional coach. During this week, ICF coaches around the world offer a variety of activities and pro bono services in their local communities to enable others to Experience Coaching and its benefits firsthand.

We are proud to announce our chapter's non-profit collaboration for this year with **Girls Inc of Tarrant County**, thanks to a connection from Jude Olson, ICF-NT Past President. Go to <http://girlsinctarrant.org/> and click on the video to watch a short introduction to this wonderful organization. Once you've watched it, you'll know why we're partnering with them for more than just the week of ICW. We'll provide:

- An on-line introduction to coaching for staff within the Girls Inc organization in June
- Three pro bono coaching sessions for each staff member in July, August and September

If interested, please ensure you meet the following requirements:

- At a *minimum*, you must be ICF *certified*, which means you have completed ICF training. You do not have to have applied for a credential.
- You must commit to all three months in order for it to be a valid/minimum personal coaching experience for the staff member.
- If you must miss the June intro session, you will be connected to the coachee by email.

Please contact Kathleen Klaviter at [alliances@icf-nt.com](mailto:alliances@icf-nt.com) to volunteer or to get answers to your questions. Also, [www.icf-nt.com](http://www.icf-nt.com) and our social media channels will have updates on this throughout the summer.

## Save the Date! 1st Annual ICF-NT Coaching Celebration

# Save the Date

Mark your calendar and watch for more details at  
[www.icf-nt.com](http://www.icf-nt.com)

FIRST ANNUAL  
ICF-NORTH TEXAS  
CELEBRATION OF COACHING

FRIDAY, OCTOBER 12, 2018  
HACKBERRY CREEK COUNTRY  
CLUB

11:30 AM - 2:00 PM

If you like hosting events, paying attention to the details or working behind the scenes to create something memorable, contact Kim Hutchings at [Events@icf-nt.com](mailto:Events@icf-nt.com). Your contribution is needed!



### Member News

*Congratulations to*

**Polli DeWalt, ACC**

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

### ICF North Texas Value Proposition

ICF North Texas enriches the coaching community by providing opportunities for professional development and engagement through networking and service, which facilitates the professional growth of our coaches.

### Welcome to Our ICF North Texas New Members

**April 18 – May 21**

Lisa Adams  
Ada Bermudez  
Chasity Crawley  
Uma Deviredy  
Kathy Murphy  
Jackie Werblo  
Diana Williams  
Staci Witten

## July 27 ICF-NT Webinar

### The Neurobiology of Somatic Coaching: Embody Your Social and Emotional Intelligence

**By Amanda Blake**

**Friday, July 27 from 12:00 – 1:00 PM**

**Webinar Cost:** Member – \$10.00 / Non-Member – \$12.00

Registration is required / Payment in advance only  
Once you register you will receive the Zoom link for the Webinar

**Register here today!**

Our **July 27** webinar features Amanda Blake. Mandy began her coach training in 2001 and she has never stopped learning. She is a Master Somatic Coach and, since 2011, she has been running the popular Body=Brain program that trains coaches in the neuroscience of somatic coaching. She holds a degree in Human Biology from Stanford University and is currently enrolled in a PhD program at Case Western Reserve, where her research focuses on the relationship between embodied mindfulness and the development of social and emotional intelligence competencies.



#### Webinar Description:

In recent years there's been an explosion of research about the brain and body. But our knowledge of this vast field—not to mention our ability to put it to use—is scant at best. Help clients take practical steps toward better living and stronger leadership by turning new research into applied practice. Learn how to build the social and emotional intelligence you—and your clients!—need to achieve greater satisfaction and success. This program is designed to help coaches at all levels learn both the science and the art of using an embodied approach to coaching.

- Embodying emotional intelligence. What is EI, why is it important, and what does the science say about the body's role?
- Experiential exercises around *sensing* and *centering* as a path towards stronger emotional intelligence. How to use these with clients.
- Embodying social intelligence. What is social intelligence, why does it matter, and what does the science say about the body's role?
- Experiential exercises around *presence* and *influence* as key social intelligence competencies that emerge from specific embodied states.

#### Webinar Learning Objectives:

- Discover how and why body, brain, and behavior are inextricably linked
- Learn practical tools to cultivate qualities of social and emotional intelligence such as courage, composure, resilience, compassion, and clear communication
- Develop your coaching presence and help clients grow their leadership presence
- Discover straightforward, science-based principles and practices that reliably build social and emotional intelligence

**CCEUs for this webinar:** 1 Core Competency CCEU

## Midwest Region Coaches Conference: June 21 – 23

### Earn 11 CCEUs at the Midwest Region Coaches Conference

Attend the Midwest Region Coaches Conference for an opportunity to learn, share, and volunteer. The conference will be held in Pittsburgh, Pennsylvania from June 21 – June 23, 2018. The Conference opens with lunch on Thursday, June 21 and closes mid-afternoon on Saturday, June 23.

Participants can earn approximately 11 CCEUs for attending all sessions. These will be a combination of Core Competency and Resource Development CCEUs. To learn more, visit: <http://www.icf-midwest.com>. To register, go to [goo.gl/k5tk37](http://goo.gl/k5tk37). Join the Facebook page: [www.facebook.com/ICFMidwest/](https://www.facebook.com/ICFMidwest/).

### Notice!

**ICF-NT Newsletter  
On Vacation Until  
September!**

*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.*

### 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](mailto:memberships@icf-nt.com))  
so your professional  
organization can recognize  
your accomplishment.

## ICF-NT's Two Newest LINC Groups

### New Coaches LINC Business Development LINC

The **New Coaches LINC** group is being organized by **Traci Byerly** for **Beginning Coaches**, to nurture and mentor new coaches. Gain a safe place for exploration, personal growth, camaraderie, accountability (if you want it), and application of learned skills while having fun and keeping it light. We will celebrate successes and learn from failures in an atmosphere of support and humor. We want to hear the goals, concerns, knowledge, and strengths of other new coaches so we can get to work and grow together. We hope that new coaches will come prepared to share what they know and remain open to learning whatever they can so we all can be equipped for success out there in the real coaching world. A meeting date and time has not yet been established, but we hope to discuss how to get coaching circles implemented as soon as possible. Traci can be reached at [traci@yourchosenpass.com](mailto:traci@yourchosenpass.com) or 682-233-3985.



The **Business Development LINC** group is being organized by **Terry "Buzz" Buzzard** for coaches who want to focus on **Building Our Businesses**. This is a hybrid Mastermind LINC group that is focused on having fun while helping each other expand our businesses. Whether you are just starting out or are years into your business, come be a part of something that is bigger than you and not only grow professionally, but help others to grow as well. If you have a well developed business already, please share your wisdom and be the person you needed when you were growing your business. This will be an interactive group where we can learn from others' strengths and help each other achieve what we want for our businesses. A meeting date and time has not yet been established, but we hope to set a structure for this LINC group that will offer the greatest benefit to our participants as soon as possible. Buzz can be reached at [terry@terrybuzzardjr.com](mailto:terry@terrybuzzardjr.com) or 940-536-3603.



# WANTED

## We are building out a TEAM to support Marketing and Communications.

**Roles Include:**

- Website Advisor
- Newsletter Redesign Team Member
- Special Event Communication
- New Member Packet Designer
- Ad Purchasing Manager
- Social Media Contributor
- Sponsorship Manager

**We can work with the time you can give!**

Contact Lisa  
Seay at  
Communications  
@icf-nt.com to:  
receive an email  
description of  
these roles,  
to ask questions  
or  
to VOLUNTEER



#### 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!



## Judy Feld and Beverley Wright Receive ICF Global Circle of Distinction Award



**From 33,000  
ICF Members  
35 were nominated  
for the ICF Global  
Circle of Distinction  
Award  
6 coaches were  
selected  
And...2 were from ICF North Texas**

*Congratulations*

**Judy Feld and Beverley Wright**

**Judy and Beverley will be given this  
special recognition at the ICF-Midwest  
Conference in Pittsburgh, June 21-23.**



Watch for more information  
this summer about their  
accomplishments on  
[www.icf-nt.com](http://www.icf-nt.com) and our  
Facebook, LinkedIn and Twitter  
pages.

## 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 dbi) jpeg ad
- ✓ jpeg at least 250 pixels wide
- ✓ Ads are subject to approval  
of ICF-NT's Board
- ✓ Artwork and content must be  
approved and payment made  
prior to placing ad

Contact Lisa Yarbough today  
([socialmedia@icf-nt.com](mailto:socialmedia@icf-nt.com))  
to have your ad posted.

## Upcoming Meetings and Events

June 8	ICF-NT Luncheon Program at Hackberry Creek Country Club. <i>Solutions to the Top Five Business Development Mistakes Coaches Make</i> . By Kelly Gallagher, PCC.
June 8	ICF-NT Workshop at Hackberry Creek Country Club. <i>Deepening the Learning: Application of Business Development Solutions to Your World</i> . By Kelly Gallagher, PCC.
July 13	ICF-NT Luncheon Program at Hackberry Creek Country Club. Positive Psychology. By Pamela Teagarden, MAPP. Stay tuned for more information.
July 27	ICF-NT Webinar. 12:00—1:00 PM. <i>The Neurology of Somatic Coaching: Embody Your Social and Emotional Intelligence</i> . By Amanda Blake. <a href="#">Register here</a> . Once registered, you will receive Zoom Meeting Link.
August 10	ICF-NT Luncheon Program at Hackberry Creek Country Club. Teresa Pool, MCC, will present a program on <i>MCC, PCC Markers</i> . Stay tuned for additional information.
August 10	ICF-NT Workshop at Hackberry Creek Country Club. <i>Sharpen the Coaching Saw</i> . More information is forthcoming.
September 14	ICF-NT Luncheon and Workshop at Hackberry Creek Country Club. Sherry Yellin, PhD, ACC, PCC, will present a program and workshop on <i>How to Develop Brain-Based Coaching/Training Programs</i> .
October 12	Save the date! ICF-NT First Annual Celebration of Coaching
October 14-17	HRSouthwest Conference in Ft. Worth. If you are willing to provide laser coaching contact Kathleen Klaviter at <a href="mailto:alliances@icf-nt.com">alliances@icf-nt.com</a> .

## 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 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 interested in sharing your story, please contact [socialmedia@icf-nt.com](mailto:socialmedia@icf-nt.com).

International Coach Federation—North Texas Chapter  
[www.icf-nt.com](http://www.icf-nt.com)

Follow us on:

