

## **Fulfillment and Balance for Working Mums**

### **Self-Discovery 101**

Participant: Is that where we are?

Amanda: That's where we are. So sit back. I hope you've got your cups of tea, your glasses of wine or whatever it is that takes your fancy on a Monday evening. Welcome to Fulfillment and Balance for Working Mums.

It's an absolute delight to have you here, although I have to say this whole kind of go for the technology is quite nail-biting. It's all supposed to work smoothly but, as you can see, it doesn't always because we're in the early days. I've started recording so you will be able to access this webinar in the future if you choose to go back. But for now just sit back, put your feet up in front of the fire, and we'll get started.

We've got an hour today on the call. And this is our first ever webinar on FaB. And it's Self-Discovery 101. We're going to start to get to know each other and for you to get to know yourself more. And the reason we start here, which I will go into more detail, is because we start with who you are. And we look at who you are and who you want to become. That's the way the great goals are made. That's the way we make the positive changes in our life.

So this is me, Amanda Alexander, aged 30 and just a little bit. And I'm just going to introduce you and just tell you a little bit about me and myself and who I am. This is me with my husband Chris. This photo was taken just last December. We were sitting on the back of a tractor on a very, very, very bitterly cold day; going to see Father Christmas in a farm, and drinking malt wine that wasn't winy enough.

This is my son Max here to the right. Max is going to be eight in April. And he is very excited that finally his birthday is next, which is only six weeks, three days, and several hours and counting away. He is most miffed that everybody seems to have birthdays before him in the family. And this is Max having his hair done. He is becoming increasingly vain as he gets older and likes to have his hair chopped up a little bit.

And this is beautiful Freddie. This is actually a professional photograph that was taken at nursery but it is just so gorgeous. I will probably show you one with him in a really bad mood just in case you were thinking if he is as angelic as he looks. But for a start I will give you the good impression. That's Freddie with his blonde hair, frequently mistaken for a girl. But he came out and he grew this incredible hair. And we just thought we've got to keep it and we've got to flaunt it. Actually he is less mistaken for a girl now because we've actually cut this off. He's got

more of a choppy look to him now. So it's less of the pageboy so he is less mistaken for a girl. He has just turned three. He was three in December.

Okay. Just in case you've forgotten or you haven't read what you were getting into, to give you a little brief overview of the FaB programme. First of all, we got the six webinars, one each month. And we will be looking at the six areas of your life, the six areas of a working mum's life, that generally most need some attention on. However, if there's something that we don't cover and something that you particularly need help with then shout.

Which brings me to the FaB Room which is the area where I will post all the resources, homework, exercises, tips, and that's where the forum will be. I will talk to you about the forum a little bit later. So if there's something that you're particularly stuck with, do use the forum. Use that room. I will probably bang on ad nauseum about supporting each other. And to me the beauty of FaB is not just me here rabbiting on all the time – it's you learning from each other.

The six group coaching calls. Our structure will be that we'll have our topic call each month via the webinar providing it behaves itself. And then a fourth night later, once you've had the chance to do your homework... Yes, there will be homework. But don't worry, you'll enjoy it. And you won't get any lines if you don't do it so don't worry about that. And you will always have it to refer to in the future or do it in the future if you just don't get time. But I would encourage you, if you can, to do that homework. The people who really got the most out of FaB in the past have done the homework because you're not just leaving a great big gap in between us meeting.

Six group coaching calls. That's when we will kind of go around the room and <inaudible 5:45>. So we will spend an hour and we will use teleseminar facilities for that. So you will just have a phone number that you dial into because we won't need the visuals for that. And I will coach you on what we've just been talking about or anything else that comes up in your life or that is coming up in your life over the six months. There will be recordings and transcripts of all the calls and webinars.

The Action Accelerator Days. In case you haven't read about those, they are fantastic. I love these days. It is basically about accountability and getting some real laser focus on the stuff that you're kind of putting off. We will have four of these over the six months. We will have two half-days on a Saturday and the other two will be on Thursday. I know we've got a group here that some of you would be working and might be in offices on Thursdays. Some of you work from home and will be working from home on Thursdays.

For those two days that we have the Action Accelerator Days what I would say is, if you can, wherever you are, if you do have some management over your diary, if you can try and block out at least some of that day to get stuff done that you

just put off. I used to call them Procrastination Buster Days. Anyway, I will tell you more about those as we come up to them.

The Strategic You Day. This is the day where we're going to get together and we're going to really delve more into who you are, what you want, looking at your goals and your values, and really help to give you a blueprint or a roadmap for your life for who you are.

And finally there's the Coaching Clinics. These will be the days that are set aside that I'm by my phone and it's just <inaudible 7:52> coaching. You give me a call and we do 20 minutes of really focused laser coaching on anything that you want. So this is your chance to get that kind of one-on-one focused coaching time with me.

So let me start by just introducing you to some of the ground rules and the principles. First of all, this is a safe environment. I've asked each of you to read and to sign a group coaching agreement. And if you haven't don't so already, please just read through that and make sure that you know exactly what it means. When I say a safe environment I mean whatever each of us says I would like you to open your minds, open your hearts, and support each other. Which comes to the next thing which is about listening. I will train you all to be coaches, for those of you who aren't. By listening you will learn <inaudible 8:50>.

And celebrating our diversity as well as our similarities. You're going to find there are things that you probably thought you were the only woman having this problem and that you were all alone struggling with it. And you're going to meet others on FaB who have got very, very similar issues, challenges, problems. And I hope that will give you comfort as well as ideas and a way forward to overcome those challenges. But of course there's diversity as well. Each one of us has different circumstances. So again, learn from each other.

Be willing to play. I might ask you something and you might think "Gosh, what is she asking me that for?" I will tease you a bit. It's my style of coaching. I believe that we all learn through lightness and through fun, hence, SpongeBob Squarepants. You will notice I said his name very slowly because I have a great difficulty saying it. So let's have some fun on our FaB calls and in between. We grow from connection and contribution, coming back to connecting to each other and helping. I would really like this to be a community. And we get most out of community when we put into it.

And then finally a principle that is probably one of my biggest guiding principles as a coach is that awareness is a precursor to choice. Awareness is about raising our eyes above the horizon. We spend so long looking at the dust on the floor and the cobwebs on the ceiling and all the minutia of life that we need to deal with. But very rarely do we actually take a deep breath and look into the horizon.

What I want to do is to take you to a helicopter view of your life. I call it the glass bottom helicopter. Imagine that you're flying above your life and you can see everything below. You can see what you're up to. And you've got this glass bottom in the helicopter so everything is from a very different perspective. And seeing that from a different perspective brings us more awareness. When we have more awareness then that leads us into making different choices about our lives and it helps us to realize that we always do have choices.

So those are the ground rules and principles. And next, it's over to you. So what I'm going to do now is to just go around the room and to ask each of you to tell me a little bit about yourself. Now, one of my New Year's resolutions this year, let's hope I stick to it, the three of you who have been on FaB before, is to keep these calls and webinars on time. So what I would like to ask you is that each of you spend two minutes maximum. And if those two minutes are coming to a close I'll kind of say "beep beep" and you've got 30 seconds.

And I would like you to introduce yourself. First of all, your name, that's an easy one. Tell us a little bit about what you do and a bit about your family and the best thing about being a working mum or the best things. I will allow you more than one if you want. And the biggest challenge that you are encountering now. And then if you widen the net and think about what is your biggest challenge generally as a working mum. What is the thing that comes up again and again that bites you in the bum?

And then finally, if you get nothing else from being on this program, if you could just choose one thing and one thing only, what would you want to get out of FaB? So this is like, who will be first? I'm going to ask Nicola, if you're there, would you mind starting?

Nicola: You're picking on me already Amanda.

Amanda: Sure, I am.

Nicola: Okay. I did FaB last year and I'm back for more because I really got a lot out of it. I'm 44 at the moment. I live in The Netherlands. I'm English. I've been following my beloved partner around the world for about eight years. I have a seven-year-old son. I do relocation work, portfolio work, and I've started doing a bit more writing now as well. The best thing about being a working mum is I get the opportunity to be me on a regular basis.

My biggest challenge is I don't get to do the things I really would like to do professionally on a regular basis. And the biggest, biggest challenge again and again is the balance of being a good mum versus being the professional I want to be. And I think that's as much as I needed to say at the moment. What thing did I want to get from FaB. Gosh, that's a really good question. I've got a lot last year

and I think I would just like to get a little bit more of being in tune with myself again probably. I think that's what I would like to get from FaB this year.

Amanda: Okay. How would you know you're in tune with yourself?

Nicola: I won't be quite so crossed.

Amanda: Okay. Right, Nicola. You know you we talk in positive terms. So what's the opposite of not being quite so crossed?

Nicola: I will be a little bit more relaxed.

Amanda: Okay. About what specifically?

Nicola: Just where this is all going. I mean, as you know from last year, I'm still on that expat merry-go-round. So the frustration of that is there and it's tempering everything still. Although I've got a lot more from the last twelve months than I anticipated doing this. I'm still in this "shall we move or shall we stay" conundrum. So that's probably my biggest frustration. And I think probably feeling more in control of that even if I can't control it is probably what I'm hoping to add into my FaBness.

Amanda: Okay. Quick question. Would an ideal outcome be that you've made a decision?

Nicola: I think the decision is made. Well, maybe it hasn't been. Yes, making the decision and feeling at peace with the decision I suppose.

Amanda: Okay. Thanks, Nicola.

Nicola: You're welcome.

Amanda: Note made. Thanks for starting. Okay. And Maya, can I ask you to go next? I'm kind of letting you in gently, everybody. I'm going to ask the people who were on FaB previously just to start.

Maya: Hi. Yes, I was on FaB last year and it was amazing. And filling out that balance questionnaire again this year has really brought home how far I've come in the last year. My name is Maya. I'm 36 and a half today. I am a writer. I started out as a business journalist and now I do mainly corporate copywriting work for PR and marketing teams and agencies around the UK and Europe. My family – I'm married to Andrew. I've got a little girl called Brigitte who is three and a half, and a little boy called Rupert who is one and a half. And they're at nursery and I work part-time in my office at home. Andrew works fulltime.

The best thing about being a working mum for me is, as Nicola said, an opportunity for <inaudible 17:52> sanity. I honestly think I'm pretty loopy anyway in terms of my hormone levels and general mental health. But I honestly think I will go completely mad if I didn't have my 16 hours or 20 hours or whatever of

office week. I couldn't be a fulltime mum. I really, really need that adult creative, just being in my own head, sort of space. That is the best thing.

The biggest challenge about it is, also as Nicola said, I don't always feel I'm doing my work properly because I can't fully focus on that and I don't always feel, more importantly, that I'm a great mum or a great wife or whatever. And that's hard. And my relationship with my husband has been a bit sticky for the past year or so. It's our 10-year wedding anniversary this August. I'm hoping we get there. That's probably my biggest challenge really. My biggest challenge generally is balance, is getting some sort of balance, because <inaudible 18:55> through my life looks amazing and in practice it's kind of constant pressure and stress. I do financially need to work. So that is a bit of stress every month really.

The number one thing I would like to get from FaB, and again I'm overjoyed that, at least partly thanks to Amanda's coaching last year, that I'm no longer in such dark places I was this time last year. A lot of the things that I covered there in terms of my relationship with my daughter in particular just sort of resolved themselves.

The number one thing I would like to get this year is probably to feel like I'm on less of a rollercoaster, that there is a bit more cheerfulness and calmness and consistency in my view of life and my decision-making. And just chilling out a bit about everything instead of being kind of the slightly OCD mental woman trying to get everything done. So that's where I am I think.

Amanda: Thank you, Maya. Thank you very much. Kim.

Kim: I knew you were coming to me. And I was sitting here so quietly. Hello. I've lost the webinar by the way. My computer just crashed twice.

Amanda: Oh gosh. Okay, so we know your name.

Kim: I'm only on the phone so I can't see anything at the moment. I'm trying to resolve that. Anyway, I'm Kim. Hello. I'm 41 and a bit. And I'm a marketing coach and consultant. I'm married to Peter. I've been married to him for 11 years this year. We've got two children. We got Sam who is six although he is seven in April. And he knows everything. So if you don't know anything he is the one to ask. He's got an attitude of a 16-year-old to go with it. Charlie who is a girl, she just turned three in January and is gorgeous. She's 3 going on about 33 I think. She keeps everybody in control.

The best thing about being a working mum, it's a bit like Maya, I would go completely crazy if I didn't use my brain throughout the day. I couldn't be an absolute fulltime mom. I worked when they were babies. I need that sanity in my life. I need to feel that I'm achieving something and that people address me as Kim rather than mum, which people tend to do when you're a mum.

The biggest challenge, I think it's relationships. The biggest challenge that's bothering me now I guess is not so much to do with being a working mum. It's again this sort of sticky relationship with the husband. We've been through a horrendous two or three years. And I was on FaB. In fact I was on the inaugural FaB I think. Wasn't I on that?

Amanda: You were. Yes.

Kim: Yes, in 2009. And that was brilliant.

Amanda: That's 2008 actually.

Kim: Oh, was it 2008? I lost the year. I was in a really quagmirish, really black, dark place then. I know I've come out of that and come through the other side. But it's only because I took control of our life and everything else. But somehow along the line the relationship with my husband just seemed to have disappeared and we kind of swapped roles, if you like, as far as the emotional strength is concerned. So that's my biggest challenge at the moment is to try and stick that back together again or do something about it. The biggest challenge, I think that's probably the same thing actually is just relationships.

And if there was one thing from this program, it's to be more confident in myself. I've built up a lot of confidence over the past couple of years. And as I'm launching into my new business it's just getting the confidence in me that I can do this.

Amanda: Oh, you can. Okay. Francoise, would you go next?

Francoise: Yes. So I'm Francoise. I am the only French I think on the program. I want to excuse myself in advance because I am switching from Italian to French to English. So I may find my words <inaudible 23:46>. My job is coaching. And at the moment I am coaching French expert women.

My family, I have three boys. I can't speak because I have the echo.

Amanda: Yes. Francoise, could you put the phone down and just dial back in? And I will come back to you.

Francoise: Okay.

Amanda: Jo, are you there?

Jo: Yes, I'm here.

Amanda: Would you mind going next?

Jo: No, not at all. I'm Jo and I'm 39 years old. I'm 40 in November and already starting to plan my party because I want to celebrate it and not get depressed about it. I work for DHL. I've always worked in the supply chains for the last eight

to nine years in DHL. But I've just moved to Environmental Compliance Solutions.

So just skipping very quickly, my biggest challenge at the moment is my job because I only started last Monday and that was after having eight months off from maternity leave. So I've come back to work and straight into the deep end and trying to learn something very new. So that's my biggest challenge at the moment.

I have two boys – Todd who is three next week and Owen who is seven months. I'm married to Laurence. The best thing for me about working, like everybody else said, is I'm still Jo. If I stayed at home every day with the kids I really wouldn't know what to do with them. I try and be creative and do fun things but I don't have the ideas that would keep me going 24/7.

The biggest challenge generally is sort of patience and time. I find if I'm doing things on time, for example Todd can't put his shoes on, and I've got time, I'm very calm and I'm very good with him. If I need to get out the door, I just don't have the patience. So that's my biggest challenge is finding time or even without the time, still having the patience.

And the number one thing from FaB is I would like to really see the path for me for my personal goals more clearly and break through and open doors and having confidence or having new ideas. So that's what I want from FaB.

Amanda: Okay, great. To see your path clearly.

Jo: Yes.

Amanda: Okay. Thanks very much, Jo. Thank you. Francoise, are you back?

Francoise: Yes, this is Francoise. Can you hear me?

Amanda: Hi, Francois. I can hear you.

Francoise: Okay. I was talking about my family. I have three boys. My eldest <inaudible 28:09> years old. And then <inaudible 28:09> is fourteen. And then <inaudible 28:15> is seven.

Amanda: Francoise, if it's off-putting for you and you prefer, if you could go into the chat window on the webinar. And just type a little bit of stuff up there and then I can read it out and we can sort this out for the next call.

Francoise: Yes, okay. I'm Sorry.

Amanda: Sorry about that, Francoise. We will figure it out. Dianne, are you there?

Dianne: Yes, I'm still here. My name is Dianne. You can call me Di. I don't really mind. I am a lawyer. I work in-house at a major retailer. And I've been there seven years.

And started off fulltime and I'm basically still on the job on the basis that <inaudible 29:51> there will be great opportunities when I had a family with the part-time work possibility.

And I just married so I thought that's fantastic. And then when I had my first child, I'm skipping a bit into my family but it fits in with my work, I've got Emilie who just turned five and Lucy who will be two on Valentine's Day. And so after Emilie I went to three days a week as part of a job share. And they made it as difficult as possible but they accepted it. And I have been doing that basically. I've had two maternity leaves and I've now got a situation where my job share has just handed in her notice while on maternity leave.

So I'm at a very big crossroads in my work career. And I need to decide whether I can make this work where I am in the legal department or whether to get a job or a business generally or do a mixture of both or whether start with the contacts I've built up to work for a law firm or just do something a bit different.

And in terms of my family, I'm married to Nick. We got married in 2001. And he's got a very highly pressured job so my job always has to come second to that. And he is the main breadwinner. And my job does not pay very well. And in a few years time <inaudible 31:10>. So that's my job situation and my family.

And the best thing about my job is, like some of the others have said, I really worked my arse off through school, university, law school and <inaudible 31:22> what I've had. And I just can't bring myself to give it up. My parents poured everything to our education. And also as a personal thing, my mum is a bright lady who wasn't able to fulfill her career potential. So I've always got that floating in the back of my mind. And I actually really like it. And like the others have said as well, I am a better person and a better mum when I'm working because I need the adult company and I need to be Dianne as well as mum.

The biggest challenge that I've got, I've told you that with my job. Biggest challenge generally is work-life balance, making the family from work. It has been a really tricky five years. And I think I'm kind of getting there. So this course has popped up by accident really but in a very good time.

The number one thing from FaB, basically I've managed to get my confidence back a couple of months ago <inaudible 32:12> since then everything has been really, really <inaudible 32:13> while I'm trying to rebalance. So I just want to work out the work-life balance and get myself feeling stable again, that I've actually got it right and settled. I have a lot of guilt about working that is put on me by other people but also I've taken on myself. So I need to resolve that.

Amanda: Okay, we will address the guilt. Thanks very much, Dianne. Amy.

Amy: Yes.

Amanda: Hi, Amy.

Amy: Hi. I'm Amy. I'm 41 years old. I'm from America from the Chicago area originally. I came over here to London ten years ago. And just decided that when I turned 30 I wanted to make a big change, live in another country and work in another country. I've been working in communications for 18 years, corporate communications. And my specialty became internal communications. But I'm now trying to make a career change to become a coach. And I've done NLP training. I've got a master practitioner in that now.

And like what you said, Amanda, I got some coaching and I actually came <inaudible 33:31> and so something that I feel really strongly about wanting to do it now. I've come through a kind of rocky time career-wise. I got made redundant. I was working at the BBC for five years and left there after my daughter Evelyn was born. So that was just in March almost a year ago.

And so I'll skip into my family life. I'm married to Josephi who is from Rome. So we're an Italian-American family living in Ealing in London. And I have a daughter Evelyn who is nine months old. And my son David is almost three. Are you getting a lot of feedback from me?

Amanda: Yes. It's okay, we can hear you.

Amy: Okay. Let me sit back a little bit. I haven't gone back to work yet because I'm wanting to set up this new business. And I don't really have my childcare figured out either. David goes to nursery two days a week. And I have Evelyn fulltime. I've been enjoying it. I'm also wanting to set up this whole working thing.

My best thing right now is I really do enjoy my kids growing up. They're so little now. Watching them learn and grow is the best thing. My challenge now is to set up this business and get it going. I've never really done small business stuff before. I've been in the corporate world like consulting firms and the BBC and big, big companies. I know a lot of people which I know will be helpful.

Generally, the biggest challenge is I don't really have any support. I don't have any relatives that live around. I have a few friends I can rely on a little bit for babysitting or something. But I miss my family a lot and the things that they would help. So my one big challenge generally is to get back to work and to create this coaching business. I really, really love to give it a shot. If it didn't work out it would be okay but I just want to try it for a year.

I've got a lot of information about small business stuff. And I've taken quite a few seminars and things before I was made redundant. BBC gave me a lot of that kind of stuff which was helpful. The number one thing from FaB is setting up this business. And I also want to apologize that I couldn't get into that forum. I will get that fixed and write some more stuff.

Amanda: No worries. Don't worry. Just let me know <inaudible 36:37> help you with that. Thanks Amy. Tamara.

Tamara: Hi. I turned 40 this year. I'm Australian originally and I've been here living in Kent for the last nine years. I've got a PhD in clinical psychology and I mostly worked in research in University College London and then for <inaudible 37:15>. Now I do freelance work for my old company. But I would like to do a bit more. And also I'm in the process of trying to startup a new small business, a bit like Amazon really but it's not <inaudible 37:34>. We're trying to sell things online. So the first thing we would like to sell is relaxation CDs for mothers. And we'll see how that goes. That's exciting but scary.

I've got two children. I've got Matilda who is three and a half and Freddie who is one. I'm married to Tony who is also half Italian. And he currently living in Jordan in the Middle East and he comes back <inaudible 38:09>. And there's some question about whether or not we will need to move out there as a family in summer.

The best thing about working, I've only really just started doing a little bit more work, and I think the best thing for me is that it gives me a sense of independence from my husband. Which is a nice thing because ever since we've been married and had children he has been the breadwinner and I've just had to rely on him, so it's quite nice to be having a bit more independence.

I have to say <inaudible 38:52> setting up my small business. I feel very confident as a mother. I feel quite confident in myself in my public career. But when it comes to being a mother I feel like I constantly struggle with feeling like I'm not doing a great job and wondering what other people think of me and that kind of thing. So I guess that's also the number one thing that I would like to get from doing this program. A little bit more confidence that I'm an okay person because I work and I'm a mother. And a sense of confidence in my own personal standards about motherhood and that kind of thing. I guess my biggest challenge generally is probably self confidence in general.

Amanda: Okay. Super confidence boost for you, Tamara, over the next six months. We can do that. Thank you very much. And Amelia, last but not least. Actually I'm not sure if Amelia is here. No, she isn't. Can you see what Françoise has written, everybody?

Participant: No.

Amanda: Okay, I will read it to you. Françoise said her biggest challenge is developing a coaching practice from Naples initially. And she wants to spend more time coaching than marketing. Her biggest challenge generally is to be more relaxed, less stressed, and have more confidence in life. And the number one thing that

she would like to get from FaB is to get support and to feel quite and efficient. Thank you for that, Francois.

Okay, everybody. Thank you very much for introducing yourself. Okay. So, knowing yourself. I've been coaching for seven years now, and the way I was taught coaching, the kind of absolute fundamental way, and the way I have been coaching women, men, anybody ever since, is to start with knowing yourself. It's about knowing who you are. And once you know really who you are, then that is the easiest way to know where you want to go.

I think particularly at the moment knowing who you are can equip you with almost an armor plating. It's the best. We live in challenging times. And to strengthen your sense of self, to look at your values and your priorities as a working mother, as a wife, as a friend, as a daughter, as a sister, whoever you are, whichever those roles that you're playing, will help you to create goals that draw you. It will help you to feel more confident. It will help you to say no to the things that you don't want to do. And it will help you to do more of the things that you do want to do. So it all ends up in you feeling more fulfilled and more balanced. So that's why we're starting with this.

Now, the majority of the work on this, I'm going to give you as your kind of first homework. and I will tell you about that in a few minutes. I've got Dianne. "I forgot to say I'm 35 years old." Thanks Dianne. You're the <junior 43:00> of the group followed by Maya I think.

So we start with the who. Once we've got the who in place then that's when we can know what the what is. Once we know what it is that we want, then we can start looking at how to get there. And I can help you to find out how to get there by coaching you and by you also getting that support from the other women in this group.

The first place I always start with any new client is about helping them to identify their values. Jo, thank you very much for telling us you don't deliver <inaudible 43:53>. I just got this little flash up from Jo saying "I don't deliver <inaudible 43:56>" I have to be careful with this. You will start sort of swearing at me and saying "What the hell are you talking about woman?"

So, the picture of the compass. Once you know your values you essentially have a compass in life. As I talk about values, in theory, I can hear myself thinking it's not going to land until we actually start identifying your values. Until you kind of got them in your pocket and anytime you can say "Right, here are my five most important values." And you will start finding that once you've really identified your most important value you can start living them. You can start saying no to the people and the things that cause you hassle and problems.

You can start understanding why certain situations are really getting you. You can understand why you might get bad tempered in certain situations. And you will start looking at the times when you feel absolutely in flow, happy, in balance, and thinking “This is why this is happening. So I can do more of this.” So it’s about knowing what is right to give you more of the good stuff and less of the bad stuff and have the balance.

Okay. If you’ve got a pen and paper now I would just like you to do a little one minute exercise. We’re going to do more of this but this is just to start you thinking about values identification. And to help you to start identifying what your most important values are, the exercise is called Golden Moments, hence, the gold egg. So a golden moment is a wonderful time.

And what I want you to do is to start thinking about a moment. And try to hone it down not into a general time but into a moment. That’s the most effective way. And just think over the past week, year, years, whenever it is. Just try and remember one moment where everything was just great. And have a think about that moment and think what was happening. Who was there? And what was going on? And then if you can – and don’t worry if you can’t because this is really our first step in identifying your values – think about what values were being met or honored in that moment.

So let me give you an example. I haven’t thought about this. Let me just think of one from my own life. Yesterday. Yesterday was Sunday, wasn’t it? And we went cycling with some very dear close friends. And we were cycling along a canal <inaudible 47:13>. And as I was cycling I was just looking and thinking “Gosh, this is beautiful” even though it was quite a gray February day <inaudible 47:25> along the canal there. I was thinking this is just wonderful because I was outside, I was moving my body, I was with my family and my very dear proper friends, the friends that I can count on as being the ones who are there who <inaudible 47:45> the most. So that’s what was going on. That’s who was present. And that’s what was happening.

The values that were being met or honored at that moment for me were probably values of adventure, freedom, and of closeness, connection with my family and with my friends, and also just the natural beauty of outdoors. So that’s the sort of thing that I mean about values. Whilst I’ve been wittering on talking about my bike ride, hopefully one or two of you might have thought of golden moments. So, can anybody give me a very quick “Here’s a golden moment. This is what was happening. And these are the values being expressed.”?

Kim: I’ve got one.

Amanda: Hi, Kim.

Kim: It was actually today oddly. I was trying to let my brain down the last year. But there was a complete golden moment today. It has been my day with Charlie. The rest of the week she goes <inaudible 49:11> the nursery. And next week after half-time she's got fulltime. And we were all snuggled up on the sofa watching Barbie and The Crystal Palace. And she turned around and she said "We're having a lovely time, aren't we?" My heart completely melted. And we were just sitting there all snuggled up on the sofa for the whole hour and a half apart from the loo breaks. We were having crisps and drinks and having a really girly time of it.

And for me, I guess the values for that is utter love and peacefulness. I like sitting down and watching a movie but just having that love and cuddles for that whole hour and a half was complete bliss. But also since Charlie was born, and especially she has become a little girl and got out of the baby stuff, I've allowed myself to be feminine again, which I kind of haven't really before. And she has allowed me to bring that out of me. And I'm really enjoying that to the point my new laptop arrived today and it's purple. So it's girly! I just figured I could be an entrepreneurial business woman but I can still be a girl.

Amanda: I love it. That's great.

Kim: It's Charlie who brought that out of me. So that's being a real feminine and that's love and peace. And I recommend Barbie and The Crystal Palace.

Amanda: I shall try it. I'm sure my boys will love it. They love Mama Mia. They go singing and dancing to it. Thank you, Kim. That was brilliant. Okay. What I would love for you to do is to go on the forum and share a golden moment about something perhaps in the recent week or whenever it is. And think what value or values might have been behind that golden moment. As I said, we will be doing more work on values but this is just to start you identifying them.

And just look for golden moments this week. Start being on the lookout for things. We have a part of our brain – and, Amy, you will be able to talk more about this at some point – it's called the reticular activating system. And basically if we decide we want to focus on something, the reticular activating system sets off looking for it. So you start looking for the golden moments this week and you will find that they're easier to spot than before when it has not been placed cunningly in your mind tonight.

Okay. Now the next thing is the Boastathon. And what I would like you to do again is to just have a think about this. And go away and once you've thought of something start boasting on the forum. I know that several of you talked about confidence. One of the big ways to increase our confidence is to just kind of gently stretch outside of our comfort zone. So if you're not feeling confident maybe boasting might not be the first thing that would come to mind. If you can

just gently stretch and just say “This is something I’m proud of!” I want you all to be proud of what you’ve achieved and to shout about it over the next six months.

So let’s start here by sharing something with the others on the forum with something that you’re proud about, whether it’s at home or at work. Whether it’s a small thing like teaching a child to tie their laces or whether it’s a big thing like you’ve just got a promotion or landed a major deal. I remember when I first had Max I kept an achievements diary. And in that achievements diary we had “a show.” So it can even be that kind of thing if that’s what you’re having right now like how to shower or put makeup on.

Participant: Had a hot cup of tea.

Amanda: Yes.

Participant: Getting dressed was an achievement for us.

Amanda: Okay. So look at what the challenges were. What did you overcome to achieve that? And what does it say about you? And again think about what the values that might have been being expressed or that you are expressing when you achieved that thing. As I’ve said, we start with who you are. And the homework this week is going to be you taking that step back. I talked about the glass bottomed helicopter. Looking down and seeing your life from a different view.

And the first exercise that I’ve got for you to do – don’t worry, it’s very nice and you just do this in your own time and it will take you about 10 minutes – is to look at who you are now and what makes you special. And the exercise that will be up in the FaB room by tomorrow will guide you through that. So they’re just some questions and you just need to sit down and answer those questions.

And then what are the steps to who you want to become? Because when there’s something missing in our life we can either say “This is what I want and this is what’s missing. I would like to have xyz.” Or we can think about who it is we want to become and what are the qualities that we need to develop. So if we want to become a more confident person, what are the qualities that we need to develop to become that more confident person?

So your first homework will be the Six Questions Challenge and the Who Am I exercise. The Who Am I exercise is the questions that I’ve just mentioned about who you are and who you want to become.

And the Six Questions is a challenge, and it’s called a challenge for a reason. This is just a preview. You will get the worksheet with these on. There are six questions funnily enough. And what I would like you to do is to send these six questions – again this is all on the worksheet so you don’t have to make any notes – to five, or more if you like, people who love you, people who matter to you. And ask them these. You can copy and paste these from the worksheet or

you can call someone. Or if your children are old enough, or even if they're not old enough, you can ask them these questions. And see what they think. Actually it's a lovely one to do with your kids if they're old enough to answer because you do get some lovely answers.

What this will do is it will give you a lovely glowing feeling. It will start you feeling confident about yourself. It will let you see the things that perhaps you haven't looked at and you haven't appreciated for some time. So it's a great foundation for starting to know who you are and why you are special.

So the resources this week that you will find in the FaB room, this is the URL down here which you all should already have as well. It's the Six Questions Challenge, the Who Am I worksheet, and then the Top 10 Reasons to Identify Your Values. Again, values are very important. So understanding why I'm going on about values will help you to get on the track to doing some work on those.

Okay. This month's coaching call will be in two weeks' time, the same time, different place. We will be on a bridge line. The sound quality will be much, much better. What I want to do, what I'm going to do, is I'm going to post a topic in the forum to ask you how your experience was of the webinar. Because I've noted down the feedback when Amy was talking and the echo that Francois got which was particularly disconcerting especially for her. I just like to know what your experience was of it.

As I said, this is new technology and it's lovely to use it. It's lovely to be able to get the kind of visual reminders of things as well as listen to me. But if it's going to detract rather than add then it might be that you want to just have these calls as calls. So please let me know what you think about that. In the meantime I will find out about the feedback and what we can do about that.

Okay. On the coaching call we will be talking about values. What I will be doing is I will be giving each of you some really short focused laser coaching on something. And so if you can do your homework before, that will be great. If you would like to send me your worksheets or anything like that then please send them to me and I will read them. I won't necessarily get back to you on them but I will read anything that you want to send me.

And the next date for your diary is our first Action Accelerator Day which will be on Thursday the 4<sup>th</sup> of March. So that concludes us for tonight. And I have gone over so apologies for that. I will endeavor to shave off five minutes so we can keep to the hour. Thank you very much for staying. And please go and relax now. And try not to get onto the computer as I know some of you might. And have a lovely rest of your evening.

If you've got any questions please go onto the forum or drop me an email. If you haven't gone onto the forum already, please go in and introduce yourself. And

really use the resources that we've got here. We've got a fantastic group of women so please use each other in the nicest possible way.

Thanks very much everybody. And I will speak to you in two weeks today. Bye.

Participant: Thanks, Amanda. Bye-bye.

<End 60.00>