

PROFESSIONAL CHRISTIAN COACHING TODAY Chris McCluskey & Kim Avery

The podcast dedicated to Raising the Standard of Coaching... and Changing the World

Episode 060

The Power of Community

CHRIS:

The Power of Community. Well, almost all coaches who launch their coaching practice do so as solopreneurs, as individuals kind of taking the maverick approach and saying, "Hey, I'm going to go out on my own. I have these strong people helping skills. I absolutely love this. I'm excited about the prospect of working at home and being able to set my schedule. I ideally see clients during my primo time. I can speak, I can write, I can teach. Basically, I can draft my own job description." Lots of things that fuel that kind of independent part of us that many people immediately identify with when you think about leaving the rat race, so to speak and going on your own, but one of the big challenges that most will face is the potential sense of isolation, of feeling lonely, of in fact, working so often so many hours every day alone.

We're going to look at as solopreneurs, as private business owners of coaching practices, how do we deal with that loneliness. Recent into it study found that 41% of entrepreneurs feel a sense of loneliness during the pursuit of starting and building their small business. They may be fired up and excited about it but they say, "Yeah, I feel very lonely," and that kind of loneliness is not just the physical loneliness. There is nobody in the next cubicle or down the hall, or you're not having meetings. It is a social and vocational loneliness and there is even kind of

an existential loneliness, a feeling at times like, "Wow, am I the only one out here doing this? Does anybody else even know I'm doing this? Does anybody care?" and so we're going to address that. Kim, kind of take up that thread and talk about what we hope to accomplish here in addressing the power of community.

KIM:

You're right, Chris. This loneliness is a very real problem. I have worked with a number of coaches over the years who have been so excited about launching their own practice, building their own business, getting out on their own and they did. They finally took the leap and they were successful. Don't misunderstand, they were doing really well at their business, but they were surprised by the loneliness and the isolation. As you said, Chris, it's not just that we're the only one perhaps in our home office, though for a lot of us that is certainly true. I know for example for the first nine maybe out of the 10 years that I have been a coach, I've been the only coach I know in my hometown, in my church, in my city. There are no other Christian coaches that I know. When I want to talk about my day and talk about my work, people, their eyes just kind of glaze over and they nod and smile, and I can tell they are thinking, "Okay, she's excited so I should be excited for her," but I don't think they really understood why a certain win of mine was a win or why something hard was hard.

In today's episode, we're going to kind of unpack and help our listeners identify some of the problems and the side effects that come from this isolation. We're going to give people concrete ways to help them overcome it and best of all, we're going to end with a special free invitation for our listeners to become a regular ongoing part of this larger Christian coaching community. Let's go ahead and start by normalizing this problem and identifying some of the difficulties, and we'll see if anyone who is listening today can relate.

I think one of the first problems that comes from being isolated is a real lack of motivation. It can be demotivating to work on your business and find that no matter what happens during the day, no one is really there to genuinely mourn your disappointments or share your celebrations. I was fascinated to come across

a study. It was done in 1989 by Johnson and Johnson showing that those who connect and cooperate with other people experience at least these seven motivating benefits:

- 1. The willingness to take on difficult tasks and persist despite difficulties. I think that's definitely true. I lead several coaching groups as we also do together, Chris, and I've noticed that when my coaches who are clients get into group format and they see other people doing the hard things, persisting, trying one more time, after 90 minutes of group, they leave reinspired, reenergized to dig back in on something they were almost ready to give up on a few minutes ago.
- 2. This study showed we will retain things longer that we've learned if we cooperate and connect with other people, which I thought was interesting. I don't know that I would have guessed that.
- 3. We have higher level reasoning and critical thinking skills and frankly, I always need more of those in stuff that would take reason in and of itself to connect with other people.

CHRIS: Yeah, you and me both.

KIM:

- 4. The fourth benefit they found didn't surprise me at all which was creative thinking. We know when we work with our clients and we do brainstorming or we get together with colleagues or friends that one idea bounces off another idea and before you know it, you come up with something just truly, truly beautiful.
- 5. Our learning transfers from one situation to another. It cross pollinates to other areas of our life, which is just a huge benefit.
- 6. Next one is positive attitudes towards tasks being completed. I think what happens with that one, this is just my guess, is when I do things like I did this weekend, work on my pretax planning so I could send that all off to my accountant, that was not fun. It was not motivating and it's one of my most dreaded tasks, but I connected with a few people virtually, told them what I was

doing, asked them to pray for me, and they reminded of "Look at the bright side. It means your business is growing. It means you do have things to pay taxes on. It means this, it means that," and so I just brought a much more positive attitude towards this dreaded yearly task because I've connected with other people around it.

7. The last benefit they cited was we'll spend more time on our task if we're connected with others and there's no doubt about that too. Working alone and having no one to process things with really drains our energy, but if we can connect regularly with others, our motivation sky rockets.

CHRIS:

And that is, as Kim said, only the first of some of the consequences that can accrue to us if we are not in community. We lose motivation. Another one that is pretty connected to that is in isolation, we can easily procrastinate. If my motivation is dropping anyway, guess what happens in terms of my actions undertaken, they tend to drop. Kim and I are both friends with Rory Vaden. He is the New York Times bestselling author of a book called Take the Stairs: 7 Steps to Achieving True Success. In that book, he has this statement, "Procrastination is the most expensive invisible cost in business today. A recent study of 10,000 US employees polled revealed that the average worker self admitted to wasting more than two hours each day on non-job related activities.

Kim and I would both suggest if that kind of study was done on solopreneurs, that number would probably be even higher. With nobody looking over our shoulders, setting firm boundaries, and deadlines, checking our work, and even just celebrating our successes with us, no iron sharpening our iron. Those of us who are not used to being our own boss can really find tons of things to distract us, massive distraction and resulting procrastination.

I'll give an example from my own life when we transitioned out here to the farm. Having run a psychotherapy practice back in Florida, I had a team of therapists, interns, and secretaries working for me. I was surrounded in a community. I very

much enjoyed that, did really well, and pretty much, my nose was to the grindstone when I walked through the door. Got out here to the country on this little dirt road in my little hunter's cabin up there where I started growing the practice and I found being at home, my kids were all still home as well so breakfast time was a great time. We'd have morning devotions and be chatting around breakfast.

Guess how long it started to take me before I finally actually made the trek from our home up to the little hunter's cabin, sat down in my chair, booted up the computer and actually started working? Sometimes half the morning was gone. I had been procrastinating with good things but certainly not the best. Well, then I'd bang out a few hours worth of work and I'd turn around and come home for lunch. Same dynamic, everybody is home. We home school the kids and I'm enjoying connecting with the kids and hearing what they are doing in their schooling and seeing Rachel and all. So lunch just kind of drags. I'm feeling good. I'm feeling fat and happy, and I think a lot of our listeners can relate to that and so the afternoon kind of starts to run away with you.

In recognizing that, I will say that one of the first boundaries I put in place for myself, kind of Chris having a conversation with Chris through my coach and saying, "Okay. You're no longer Chris the entrepreneur. You're Chris' boss. What does Chris needs to do in order to address this?" I started scheduling clients at 8 AM and again either teaching a class or facilitating a group or having a client at 1 PM. That made sure I had fixed a boundary for myself and once I was up at the office in the chair, by golly we're okay, but that demon of procrastination is one of the big challenges that we'll face and it gets worse when we're not in community with others who can help hold us accountable.

KIM:

So true. I found even things I dislike doing like laundry can all of a sudden seem incredibly enticing when a particularly dreaded internet, marketing, or business task comes up for me. It is all too easy to procrastinate. Looking at this problem, we found that people who are isolated have a lack of motivation, they are more

prone to procrastination, and the third is greater decision fatigue. We've mentioned this before on the podcast but researches clearly shown that the more decisions we make in a day, the more likely it is that we'll make a poor decision because mental exhaustion quickly sets in and working as a coach means we're making a myriad of decisions throughout every session with every client, not even to mention the business decision.

So think about this, as we run our own businesses, Chris, and we're working as the only coach, we have organizational decisions, financial decisions, policy decisions. On and on it goes with no one there to model it after, to bounce the ideas from, to learn best practices. I can't even imagine becoming, say, a CEO of an organization and going in and having no mentors, no guides, no policy and procedures manual, no accountant to help me interpret the financials, just being all on my own. In a sense, it's a smaller scale but the amount of decisions are the same. We can't afford to let this happen.

CHRIS:

Well, and there are many other consequences that we could look at but a final one we want to address here before we dive into "so what do we do about this as solopreneurs" is the impact on us of stress increasing as a direct consequence of not being in community, not being with other people, being isolated increases our overall stress. A recent Gallup-Healthways Well-Being Index reported that 34% of entrepreneurs taking the inventory reported they were worried, just that kind of vague existential state of being in worry, and 45% of entrepreneurs said they were stressed as a very specific definition of what it meant to be stressed.

Both of those figures were higher for entrepreneurs than they were for other workers, employees and all. Rather interesting and somewhat disturbing statistic and we're suggesting that at least part of that is because of operating in isolation. We know from the American Institute of Stress that prolonged stress is the basic cause of about 60% of all human illness and disease. That's a show stopper. None of us wants to be doing anything that would lead us in that direction, but

three out of four doctors visit they are stress related, 75%. Stress increases your risk of heart disease by 40%, heart attack by 25%, stroke by 50%. Stress is not our friend, not that kind of stress. That is not our friend. 40% of stressed out people overeat or eat unhealthy foods. No, never me or Kim, right?

KIM:

No.

CHRIS:

Forty-four percent lose sleep every night. I think everybody listening goes, "Yup. Okay, I get that. I understand that. I lived that. Being with supportive people reduces stress. We can verbally process with them. We can get fresh perspective on something. We can get encouragement. We can get new ideas, suggestions of connections, resources. There are so many Scriptures that do address this but we've got to at least pull Ecclesiastes 4:9 and 12. We're all familiar that two are better than one because they have a good return for their labor. If either of them falls down, one can help the other up, but pity anyone who falls and has no one to help them up. Also if two lie down together, they will keep warm, but how can one keep warm alone? The one maybe overpowered, two can defend themselves. A cord of three strands is not easily broken. We don't want to be easily broken and stress will break us. Community is one of the antidotes.

KIM:

It's so true. As a matter of fact, we were really created for community. A recent study I was doing in the New Testament revealed that 36 different times God explicitly commanded us to be deeply involved with one another and that's the phrase that came up again – be devoted to one another, accept one another, forgive one another, honor one another, serve one another, greet one another, love one another. It just went on and on. We were created to live in community and we can see why. It gives us a sense of belonging to something bigger than ourselves. It provides that fellowship, encouragement, perspective, creativity, challenge, accountability. The list just goes on and on. So we want to spend just a few minutes then talking about not just the benefits but some concrete ways that those who are listening to the podcast, our fellow coaches, can overcome some of these effects of isolation.

The first one is very simple, shared physical space. Now, when we think about shared physical space, that's obviously going to be a little bit different for us as solopreneurs working in a home office than it is for the traditional office setting, but there are ways that we can make this happen. One of the first that comes to mind is the use of a co-working space. It has been fun to see this movement in cities, small and large, across the country where they are having co-working space where people can rent a cubicle or rent time, or just come and share the work space and the resources of other solopreneurs from all different professions in one building together.

It provides a lot of synergy, a lot of that creativity, some of those things that we've mentioned and just a lot of enjoyment. For those who don't have a shared co-working space in their community, as I don't, I have found the local Starbucks or Panera Bread works just as good and I can engage in some of that nonfat stress relief too as I partake of their wares, but getting out and literally physically being with people while we're working can be very beneficial.

Another way is to schedule networking meetings over breakfast and lunch. We all have to eat, right? We have to eat breakfast, we have to eat lunch every day and we also know that one of the most effective ways to connect with people who become our future clients is through direct contact. This is an excuse, an invitation to approach people and ask them to get together with us for breakfast/lunch whether they are a potential client, a friend, a potential mentor, a brainstorming partner. It's just good to get out of the house and to be with other people.

Something else that has really been taking the country by storm these past three or four years, Chris, is this idea of meetups. I know you live in the middle of the country so I don't know if people are meeting up yet in Rolla but here in Winter Haven, Florida, it's a small town. I happen to Google it before we hopped on the podcast today and there were probably at least six this week different meetups. Some around networking like the Young Professional's Networking Association,

Business Networking Associations, those typical meetings but they can be found under meetup when you Google something like that, but others are more niche related. So people are gathering together around their health, around their hobbies, around their interest, around their families, and so as coaches who cater to specific niches, we can simply go to, for example, a job seeker's meetup group. If you're a career coach, then you're connecting with people who would need your services around a subject you already know. They are prequalified that they are very, very interested in.

Just a few more real quick, one is just traditional networking groups. We think about leads groups such as Business Network International, BNI, that meet every single week. There's monthly groups that meet such as the American Business Women's Association and there's always service clubs like Rotary and Kiwanis. Again, just scheduled opportunities to grow your business while connecting physically with other professionals. The last one I know are ICF, the International Coach Federation, has chapters in many cities and countries actually around the world. Here in Winter Haven, we've not been big enough yet to warrant an ICF Chapter that I could attend, but I know in Orlando they have them and in Tampa, and perhaps even in the neighborhood of the people who are listening today.

CHRIS:

Great point. There is interestingly an ICF Chapter, Kim, here roughly in my area, in the St. Louis area, but that's still almost 2.5 hours away from me. I'm so far out that I don't make it to the St. Louis ICF chapter meetings, but interestingly also and perhaps like some of our other listeners, I don't have a particularly physical or social relational kind of a feeling of isolation being out here on the farm even though we are so far away from other professionals because I work at home and all of our kids are still here. Well, our oldest has empty nested now, is married, but the kids are here otherwise and Rachel is here.

In terms of just other human beings around, I'm not in an empty house. I'm not hearing my voice echo back to me off the walls or something like that, in which

case, I would have to get out. I didn't have that strongly felt need just call it for social connection. I had that need met, but this second area that we're going to encourage our listeners to look at is in the area of professional development. Because you are a solopreneur, in a profession developing yourself as a professional coach, it does make sense to not do your professional development only in isolation.

You can do lots of self studies. You can get lots of books and you can take courses just as kind of a mouse on the corner or fly on the wall just listening in to other people talk about coaching skills, but how much better if we make ourselves interact with other professionals as we're doing the professional development we have to do anyway.

So one of the first things that I found in transitioning to the field myself was in taking a course, I was partnered up with a peer from the course. We did peer coaching with each other. That peer coach and I, for years after we had finished that course, continued to meet on a weekly or biweekly basis for community, yes, and also for challenging and sharing of resources and all with each other. Anybody listening who has had any kind of experience of peer coaching, sometimes, you just really connect with that person. Goodness gracious, continue the connection long after the course is over.

Likewise in hiring a mentor coach, anybody who is going to pursue certification in this field has to hire a mentor coach. Yes, that is a paid professional relationship, but it is part of your personal development and it also has a strong social component to it. In your relationship with your mentor coach, recognize that many times, those can create opportunities for long-term iron to sharpen iron, the two of you actually strengthening each other.

Conferences is another thing. Most of us will attend at least a short list of some conferences periodically. They are expensive. They take time away. You have to travel to them typically and you've got air fare, driving, parking, meals, and the

actual cost of the conference, yes, but in keeping with the old adage, it takes money to make money. Part of the reason that I go to conferences is not simply the breakout sessions and the plenary sessions to be able to get my continuing education credits and to keep my certification going.

Actually, most conferences I may miss two-thirds of the talks. I'm there principally to connect face to face. I want to have breakfast, lunches, coffees, ice cream runs, frozen yoghurt whatever your thing is, dinner, and on into the late night. I want to be connecting with people but I'm at a professional development place where that's easier to happen and they do speak my language. They do understand what's a celebration, what's a struggle, and they do have resources that could be helpful.

Even something as seemingly passive as listening to podcasts like what Kim and I are providing for you right now here is a social connection. Kim and I are open books. We don't really put on fronts as we come on here. You pretty much hear our struggles, our insecurities, and soft underbellies. In being able to join with us, yes vicariously by listening, hopefully you are also having some of that need for social connection to hear other people who get it, who understand your world, be able to share, and of course you can interact with us as many of you choose to do through the Facebook posting and follow up with us in other ways.

Classes here at the institute, Professional Christian Coaching Institute, certainly you want to take classes for your professional development but in looking at your next course that you maybe need to knock out towards certification or to specialize in some niche area, pause long enough to think, "Wait, what other colleagues, peer coaches, friends have I met in the coaching world? I wonder if were to shoot them an email, a text message, or a phone call and say hey I'm going to be taking this course. You want to take it with me?" The two of you now have a built in reason for connecting more than you might have otherwise and if you were talking shop, being able to again, sharpen each other's iron.

Even going on retreats, and there aren't very many of them but we're going to put this here because audience knows, Kim in as our and co-facilitate a mastermind group. We call it the High Impact Mastermind, HIM, and part of our mastermind has its meeting every other week face to face on video conference with our members, but we also do an annual retreat and that's actually out here on the farm. These folks get to fly into St. Louis and make the 2.5-hour drive out here. We spend a couple of days together, breaking bread together, talking shop, strengthening and growing connections and the power of the coaching business as that we're each launching because we're in physical space with each other.

Think about your professional development. Remember that sometimes, it takes money to make money and so you may have to invest some time and effort and energy in making those connections happen, but you're killing at least two birds with the one stone. You're connecting with community and you're strengthening your coaching skills.

KIM:

So true. I remember the very first Christian coaching conference that I attended. I was still in my very foundational training as a coach, Chris, and I went there in person with kind of a semi-retreat, semi-conference. I just want to make sure this profession was really a real thing with real people involved. Everything was by phone then and not even video. I just wanted to make sure you all were pretty legit. I showed up and I remember calling my husband and saying, "it felt like family." The first time I walked into that room, I felt like I could talk to anyone sit at any table, and be comfortable and have a meaningful conversation.

I'm an introvert as you know, Chris, and for me, that's a big deal and it made such a difference. It ministered to me and I think it does to our listeners who have done the same type of thing on so many levels, not just the direct, is there return on investment monetarily by specific collaborations or in terms my knowledge base that I take away, but it ministered to my soul, that personal in-person connection. I can't recommend that highly enough.

CHRIS:

Kim, I just got to piggyback on that because actually, it was out of that conference and a couple of subsequent ones that that sharing of our hearts, souls, and minds resulted in our collaboration here. You and I doing this podcast today is a fruit of we met face to face. We both invested in an opportunity to gather and connect and we realize professionally we connect, business wise we connect, at a heart level we connect. What could happen if we combined our efforts together? That has been repeated over and over again when I first entered this field.

One of the first people I connected was Judy Santos who has now passed on. She's with the Lord today, but for 12 years, she and I collaborated because she was launching the Christian Coaches Network and I was launching Professional Christian Coaching program at that time. It had a different name than the institute at that time. We combined forces. We shared resources and every week, we were connecting back and forth. Collaborations often result from those kinds of face to face meetings that we invest ourselves in making happen.

KIM:

Amen. As you know, we recently had our first anniversary of our first year of podcasting, Chris, and I made a list as I have been prone to do of the top 10 things I learned in that first year of podcasting and I haven't showed it to you yet, Chris, because I didn't feel like editing it. It was mainly just for self-development, but almost #1 on the list was collaboration. Just the joy of being able to collaborate with like-minded people and you and I, and then ministering to this bigger coaching community makes a huge difference in how I can face each week.

Other ways to connect virtually that people might want to consider. So above and beyond physically and beyond professional development are #1 is collaborating of course with colleagues on certain projects. It could be niche related projects. It may not even be somebody who is a coach but somebody who is in your niche. For example, if you were a parent coach and you collaborated with a youth pastor or someone at a local school on a program. You get that sense of community all while forwarding both of your businesses or it could be with another coach. That is definitely something to consider.

Another way to do that is to consider serving on a committee. We have great organizations such as CCNI, Christian Coaches Network International, or the International Coach Federation, or perhaps in your coach training program, whatever school you attended. There are almost always committees and volunteers needed. That's a wonderful opportunity for you to jump in. I'm a big fan and you know this, Chris, of Facebook and LinkedIn groups, being able to connect virtually because I am home alone. My children aren't home. My husband even though he is an entrepreneur has his office elsewhere and so during the day if I get an extra 15 or 20 minutes between clients, I'm on Facebook. I know it sounds so trite but it's because....

CHRIS:

Oh yes, it's wonderful.

KIM:

My friends are on Facebook. Thousands of coaches I know who I view as my next door neighbor and to me, Facebook is my white picket fence. I have a break between clients and I just go to the white picket fence of Facebook and I lean over and say, "This is what I had for lunch today. What are you having for lunch today?" Or it could be a little more meaningful in terms of "How can I pray for you or this is how God encouraged me today or here's a resource you might be able to use."

To be able to serve others, connect with others so easily in these virtual groups is very powerful. In fact, I'm just going to put in a brief aside here, Chris. As you know, we've been working to combine some of our different Facebook activities. From the Professional Christian Coaching Institute and the podcast and some other things that you and I have going on into one synergistic whole so that coaches can really start to get to know other coaches no matter what your training school, no matter what your background, whether you're an entrepreneur coach or you're coaching in an organization, or you're just interested in coaching in the future.

We wanted to put all those people in one large virtual room and praise the Lord, we're kicking it off. You can find that on Facebook.com/ProfessionalChristianCoaching. If you're hearing my voice today, then we know you're interested in coaching and you're interested in honoring the Lord with your life. We would love for you to just hit that request button and become a part of that community.

Last but not least, I do just kind of want to take a yellow highlighter to what you said about the High Impact Mastermind group. Getting together virtually on Zoom, being able to see people's faces, know their names, know their prayer requests, just be praying for what's so important to them, and then knowing we're going to get on the call twice a month and I'm going to be able, "Yahoo!" and celebrate them and see the growth in their life and in their business is just priceless. We would invite anyone who is listening today who is interested in the mastermind group to consider joining us for that beautiful opportunity.

CHRIS:

Big time and just for those who might be now pique your interest, remember, on our main podcast website there is an icon over there to the right hand side. If you click on it, you can fill out the application and that comes directly to Kim and I both. We just received one this past week. If you go out to ProfessionalChristianCoachingToday.com and just look for the High Impact Mastermind icon over on the right hand bar there, click that, there's an application.

Kim, this virtual connectivity thing, I know that we had some listeners who were going, "Oh yeah. I totally get the Facebook thing. I'm on there immediately. What was that address again because I'm going to meet Kim at the white picket fence thing." We also have other listeners who were saying, "Oh my goodness Facebook. No way. I don't want to go on there at all. That doesn't interest me." I totally get that and we are living in an amazing age of lots of different ways of connecting virtually. My kids, as I said, our oldest daughter now is married and has empty nested, and the next three are actually building their businesses and

taking college courses part time. They are transitioning out of the nest very quickly.

I will share with our listeners here that every week, I connect virtually with our five oldest kids on a Telebridge line. We actually phone in. Now, some of them are right here in the home even, but others are not. Wherever they are, they phone in and we meet virtually on a Telebridge line specifically to talk about the development and growth of their private businesses. All five of them are launching various kinds of business efforts. We have a private Facebook group. They post on there. It's a business incubator of our own and we're just helping the kids to be able to launch strong, well as they move on, and what a great way, 90 minutes once a week, everybody phones in, in this case, with dear old dad but we're talking shop about their businesses and it all happens virtually. Can't see them, just hear them, great way to help people grow.

Now, for those of you listening who went, "Ooh, wait a minute. I want to be in that. I want that kind of connection." Hey, Kim and I have the very exciting and free service that Kim mentioned at the beginning of today's podcast. She and I are launching a face to face virtual gathering for all Christian coaches. It doesn't matter whether you're in private practice, you're an internal coach, or you're simply interested in coaching. You follow us here on the podcast. You're looking at integrating coaching into the work that you do, the ministry that you do, or the raising of your kids.

Anybody interested, we are going to be hosting a face to face virtual gathering every month in order to allow you to connect with the two of us and for us to be able to connect with each other and help you to dig deeper into the key concepts that are presented in some of our topics from that series of podcasts. The setting is going to allow you to interact with each other and with us, apply latest knowledge, tools, techniques, all that good kind of stuff, do business building, and of course, it will be connected to that Facebook group that Kim was mentioning just a moment ago, Facebook.com/ProfessionalChristianCoaching.

This group is going to be meeting on the first Monday of every month except for the holiday months. Actually, we have Memorial Day and Labor Day here in the United States and we do not meet on those months. Otherwise, the first Monday of every month from 12 NN just until 12:45. That would be New York Time for those of you overseas. It's a 45-minute connection virtually via face to face. Be sure you are in front of the computer that allows you to connect with a video camera and you will be able to be part of this thing we are calling The Christian Coaches' Café.

KIM:

I can't tell you how excited I am about this, Chris. You know I'm very social when it comes to virtual things and meeting with other coaches. This is truly a dream come true for me and I know for you because we believe that coaching is an art and a science whose time has come. It is so much bigger than my practice, your practice, or anyone else's practice, or each of us in our isolated homes. This is a movement. God is taking coaching to the world. He wants the church to embrace this tool along with everything else He's doing.

He's doing so much to grow His Kingdom, but in this chaotic, scary time that we live, I think coaching is the most powerful tool that Christians can have to invite people to push the pause button on their life, to look at the bigger picture of what's going on, to ponder the ramifications, to listen for the whisper of God, to realign their life and their values on a regular basis. I can't even imagine anything else that would be equally as powerful and so as coaches, we want this to grow beyond ourselves and our practices and get together as a community around the God that we love, around this profession that we love and have it grow.

How is it going to work? Well, we'll be honest. This is experimental for us. You can help us shape it and co-create it as we go along on December 5' 2016, depending when you're listening to it. We will have our very first Christian Coaches' Café. Make sure you bring in warm drink, your pen, your pencil, roll up your sleeves, have that camera going on your computer, and we're going to meet via Zoom video conference call line. We've invested in getting that

conference call line big enough for 100 people and after that, unfortunately people who sign up can get the replay but they can't be on the call because of technology limitations, but it will be wonderful to see those people.

We will get together and we we're going to work like Chris said on going deeper with something we presented on the podcast that particular month. For this month in December, we're going to help people jump start their new year and really revolutionize the way they do yearly planning with the worksheet, with questions, with answers, interactivity, we'll hear each other's hearts and visions, and as you can hear I'm totally excited. How do people sign up? Let me get that important part in here. Go to podcast website, ProfessionalChristianCoachingToday.com/Cafe and that's how you sign up to get the call information each and every month.

CHRIS:

Kim, I'm looking forward to it as well. I think this is one of the most fun and exciting things we've done since, oh I guess launching this podcast, right, a little more than a year, a very, very exciting next steps. I hope you, as our listeners, have been challenged on this episode today to think through any current isolation that you might be experiencing. It is probably hurting you and it is, therefore probably, almost surely hurting the growth of your business. Be proactive about addressing that. Connect with others. Connect with people – period- and connect certainly with coaches specifically as you continue your transition into whatever you feel like God has actually called you to in this field.

Remember the High Impact Mastermind group that mentioned there. One of our members, Kim, just in this last meeting that we had, do you recall her having said, "You know, this is the primary thing that keeps me from quitting on my worst days." The fact that she's in that High Impact Mastermind and she's doing well, but she says on the bad days, this is the primary thing that keeps me from quitting. It keeps us from becoming discouraged. Anything that is worth doing may cost you some investment of time, energy, and yes, money.

So be sure that as you look at whatever your efforts at connecting are that you're assessing, "Well, what do I think my return on that investment will be? What do I think it's going to gain me specifically? And then if that cost is worth the investment, invest and invest passionately. All in, go for it. Remember, the Christian Coaches Café is free. That doesn't cost you anything out of the pocketbook.

And golly, we're looking forward to that. Remember to go to ProfessionalChristianCoachingToday.com/Cafe or you can simply go out to the website itself, ProfessionalChristianCoachingToday.com and there will be an icon there that just says Christian Coaches Café. You do have to do that each month in order to be able to join that month's call. Every month, you have to register because of course again, we have only those limited 100 spaces each time we get together.

Until next time, gang. Keep raising the standard of coaching and changing the world.

KIM: God's richest blessings to you.