



GREATNESS

LEADERSHIP COACHING

DECEMBER 2018

Here's to wishing you a Great Life in 2019!

*"There are two great days in a person's life -
the day we are born and the day we discover why."*

- William Barclay -

Happy Holiday Season to you, and a warm welcome to this newsletter!

The year-end is a great time to step back and reflect about how we grew over the past 12 months and to prepare a greater New Year, Life and Relationships wise. Herewith, for you, are:

- **10 wise insights for a Great Life**
- **10 wise insights for your personal growth**
- **10 wise insights to enhance your relationships with others**

If you are a coach or a coaching-style leader, you might also enjoy 10 insights and 10 tips harvested along my first 10,000 hours on the job.

As we look into the future, I share some thoughts about 'being future-capable in a VUCA world' and what is at the core of the success of the world's most admired companies...

Happy reading and my very best wishes of wellness, love, fulfilment and inspiration to you and your loved ones all along 2019! 😊



Jean-Francois Cousin

Speaker, Author and
Master Certified Coach

Director at the Global Board
of the
International Coach Federation
(ICF)



PS: We fully comply with GDPR requirements and wish to remind you that you can unsubscribe from this newsletter by simply clicking [here](#).

A REFLECTIVE SPACE

POPULAR ARTICLES

WISE INSIGHTS FOR A GREAT LIFE



Popular Article #1

Wise Insights for a Great Life, harvested over 10,000 coaching-hours

To start with, here are 10 wise insights for a Great Life, with gratitude to my thoughtful Clients who taught me most of what I know:

- Insight #1** It's all in a name: **L.I.V.E.**
Love, Inspire, Value, Enjoy
- Insight #2** More sense, less buzz;
More vision, less confusion;
More courage, less excuse
- Insight #3** Streamline your Purpose; focus it on what matters most to you and to others
- Insight #4** You'll stay young as long as you don't resist change and - instead - befriend and influence it!
- Insight #5** Great mess precedes Greatness. It grows your strength.
- Insight #6** Happier people forgive more.

- Insight #7** Genuine humility and sincere gratitude are the hallmarks of great people.
- Insight #8** Start your day with gratitude for the best parts of you and your Life.
- Insight #9** You will be offered an abundance of choices every day; make them with generosity for others.
- Insight #10** Find that light in you that can be a beacon for others, and let it shine.

Discover 10 wise insights to boost your personal growth and 10 wise insights about enhancing your relationships with others [here!](#)



10 INSIGHTS & 10 TIPS FOR COACHES

HARVESTED OVER 10,000 COACHING HOURS

Popular Article #2

10 insights and 10 tips for coaches

I am so grateful to the great people I have had the privilege to serve as a coach - they taught me more than I could ever have imagined, and especially about how to coach them better!

I am grateful as well to the countless mistakes I am doing everyday as a coach, for they are great teachers too! And they remind me that there is so much more to learn to improve my coaching practice.

May I share with you 10 insights I learnt from my dear Clients and my dear mistakes, as well as 10 tips for new coaches?

10 insights

1. Coaching is an act of unconditional love



Choose to love your Client's inner Greatness... and it will emerge! In other words, when you expect the best from your clients, they bring it on.

2. The definition of Coaching by the International Coach Federation...

... is simply spot on: "Coaching is partnering with clients in a thought-provoking and creative process that inspires them to maximize their personal and professional potential. Coaches honor others as creative, resourceful, and whole."



3. Be authentic, humble and vulnerable...



That gives permission to your Clients to be the same, and then great coaching work can start!

4. Go deeper sooner

Be prompt to explore in depth what's behind the issue a Client brings to the session.



5. Dance with your client



Invite your Client to partner with you in co-creating the next steps of the session. Ask her / him 'what's the best next question to ponder?'

6. Silence is golden

Let silence do the heavy work; let your eyes ask the questions - they will not 'pollute' your Client's thinking with extraneous words.



7. Step back enough



Notice the patterns in your Client's thinking and behaviors; ask for permission to share them for your Client's feedback 😊

8. Make your Client your teacher

... and just be a curious and demanding 'student'. Great coaching unfolds when the coach invites the client to 'teach' the solution to the problem being explored.



9. Your intention matters a lot more than your questions



As long as your intention is to help and stretch your Client, s/he will do great work!

10. The less you 'work' in a session, the more your Client does...

... and that's what matters because it is your Client who can - and must - do the best work!



What is the ONE insight you can leverage today, to unleash even more of your success as a coach?

I am curious to know which of those 'wise insights' will resonate the most with you, and which ones you could add to the list. You are so welcome to share! 😊

To discover '10 tips for new coaches', click [here](#).

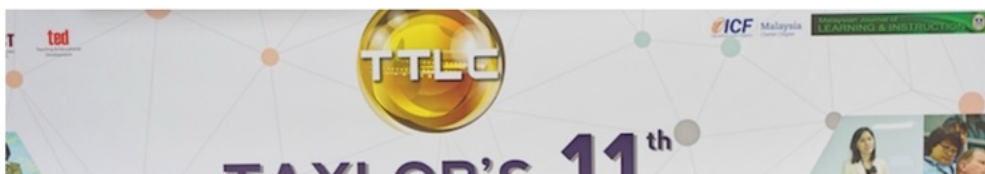
IDEAS, ENERGY AND FUN

SPEAKING EVENTS

Speaking Event #1

'Being Future Capable in a VUCA World'

Kuala Lumpur, Malaysia, September 2018





*"Education is not a preparation for life but life itself."
- John Dewey -*

I am so grateful for the chance to have interacted with hundreds of academics and educators in Malaysia at [Taylor University Conference!](#)

I engaged them about the theme "being future-capable in a VUCA World", starting with this video from [Deloitte](#) and a few striking data:

- the majority of workers will be freelancers by 2027
- over 30% of high-paying new jobs will be social & "essentially human" in nature
- millennials want self-actualization about all else
- 10 ultra-successful billionaires who are college dropouts

Read more [here!](#) Or watch the videos [here](#) and [here!](#)



View the full gallery of images [here!](#)

'Bring out the best in your people'

Tehran, Iran, October 2018



I had the chance to engage Iranian business leaders for the third time in 2 years and enjoyed as always their brightness and energy. As we discussed how to -practically- bring out the best in the people we lead, I nourished the narrative with quotes from Persian poets, such as:

- *"Fear is the cheapest room in the house. I would like to see you living in better conditions."* Hafiz
- *"When the belly is empty, the body becomes spirit; and when it is full, the spirit becomes body."* Saadi
- *"The sun never says to the moon, 'you owe me'; look what happens with a love like that: it lights up the whole sky."* Hafiz
- *"A man is insensible to the relish of prosperity till he has tasted adversity. Have patience. All things are difficult before they become easy."* Saadi

Read more [here](#) and [here](#)!



Speaking Event #3

'Why and how coaching boosts the success of internet companies in the Silicon Valley

教练如何助力硅谷互联网公司成功'

Beijing, China, October 2018



The energy in the room was as amazing as the audience's eagerness to learn in the Leadership and Coaching conference I spoke at. I had just never seen my slides photographed by so many mobile phones! I enjoyed the very down-to-earth questions from the audience that appeared on the screen.

Here are a few questions we discussed:

- Which kind of leadership do organizations need, to thrive in a *VUCA* world?
- Which kind of leadership is being nurtured by the some of the "world's most admired companies" in the Silicon Valley?
- As coaches and Leaders, how do we need to be with leaders, to support the growth of agility and collaboration in our organization?

Read more [here](#) or watch the video [here!](#)





View the full gallery of images [here!](#)

FOR TRAVEL LOVERS

POSTCARDS



Doha (Qatar)

Greetings from Qatar! Doha's so vibrant, from its glittering skyline to its colorful souks, from its camel races to its amazing museums... against a backdrop of new constructions everywhere to welcome the 2022 World Cup! Never a dull moment here 😊

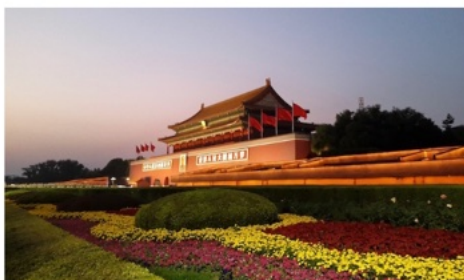
View more images [here!](#)



Masshad (Iran)

Greetings from Masshad in Northern Iran, close to Afghanistan, where I am enjoying Persian's warm hospitality, and delighting in the sights of Iman Raza's shrine, one of the seven most revered mosques in the world. I also paid respect to the great Persian Poet Ferdowsi, who wrote 6,000 verses to keep Persian culture and language alive after terrible invasions, centuries ago. I have not met another tourist around, and yet there is so much to admire here...

View more images [here!](#)



Beijing (China)



Macao

Beijing (China)

'Nijao!' Beijing by day or by night? Equally fascinating! And, luckily, I enjoyed 2 haze-free days out of 3 😊

View more images [here](#) and my video [here!](#)



Macao

Olá from Macao where the stunning glamor of the casinos and the charming reminders of Portuguese days gone-by are perfect for an otherwise greyish day! 😊

View more images [here!](#)

Singapore

Greetings from Singapore! Always impressed to witness its ever-lasting conquest of the sea! A few years ago, I had a similar sea-view from buildings now located behind the one I work in today... And the buildings that will take this view away are under construction... No rest in business ;)

View more images [here!](#)

QUOTES



Great mess and distress precede success and greatness. Press ahead anyway!



Self-Leadership is our toughest challenge. It's reward? Authenticity - the key to leading at higher levels.





Start your day with gratitude for the best parts of you and your life!



Enjoy what others are good at. Accept their weaknesses.



Successful leaders discard the mundane to focus on what matters the most.



You will be offered an abundance of choices today. Make them generously!

FOR YOUR INSPIRATION RESOURCES

Tools & Inspiration



Video:

[What is the impact of a leader's mindset and behaviors on co-workers?](#)

Thailand Coaching Society

Video:

[Future of Work - Driven by accelerating connectivity, new talent models, and cognitive tools, work is changing.](#)

Deloitte

The
NEW
REALITIES of
WORK.

Deloitte.

[The Global Landscape of Corporate Vitality](#)



"The most vital firms are highly geographically concentrated: 42% of the Future 50 are headquartered in the US, and another 42% are in Greater China."

BCG



Media Publication



[Tips For Making Faster Decisions](#)

A few concrete ideas of mine about how businesses and finance departments can speed up their decision-processes, in this article from FM Magazine (USA)

FM Magazine

Extras

[The Power of Vulnerability](#)

In a poignant, funny talk, Brené Brown shares a deep insight from her research, one that sent her on a personal quest to know herself as well as to understand humanity.

TEDx



[Why Managers Are Central To An Agile Culture](#)

Is your culture customer-focused and responsive? Or inwardly focused and more driven by bureaucracy than by reacting quickly to customer needs?

Gallup

[Bringing Managers Back To Work](#)



Companies are revolutionizing how people work. Now they need to transform how managers manage.

BCG



Greatness Newsletter Q3, 2018

"Our greatness has always come from people who expect nothing and take nothing for granted - folks who work hard for what they have, then reach back and help others after them."

- Michelle Obama -



There are autocratic lions in a workplace.

And there are peace-loving elephants, nonchalant chimps, eager beavers, single-tracked eagles, and self-centric snakes too.

All protect a crippling status quo until a game changer joins and unleashes greater possibilities.

Will you be a Game Changer at your Circus?

Get your copy now on [Amazon!](#)

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