



# talking about...

October 2008

... *designing better relationships for better outcomes*

## Moving Towards What You Want

***"The first principle of success is desire -- knowing what you want. Desire is the planting of your seed."***

... Robert Collier (1885 - 1950) US success author & mining engineer

One thing that is evident to those of us in the coaching profession is that everyone seems to know what they don't want in life, but not so many know what they to actually want to create. The preference in this orientation shows up very clearly in the way that people talk about things. Those with a preferred orientation to avoiding what they don't want in life will spend a lot of time referencing the past using negative language. For example, *"I don't want that to happen to me again!"* Even though they are speaking to the future, they are very much speaking about the past. The opposite is valid for those with a focus on what they do want. For example, *"I want to make this happen!"* Each of these orientations creates a certain way of being that leads us to certain actions and not others. It also has a very big impact on when and how we direct our energy.

Every one of us has had experiences we did not like and if all we do is seek to avoid to those experiences in the future, we end up putting a lot of our energy into avoiding what we do not want. As a result, our motivation is heightened when we are close to things we want to move away from but lessens the further we get away from it.

On the other hand, if we have an orientation to move towards what we do want, our motivation and energy levels will tend to increase as we get closer to our goal. An orientation to move towards what we want to create also means that we are likely to better use our energy as we are doing it a more designed way.

Even though these two orientations will tend to emerge as a result of our experiences and way of being, we can actively work to create a "moving towards" and more purposeful orientation through awareness. The simple cue is that when we hear ourselves speaking about what we don't want we can turn this into a creative question and ask ourselves what we do want. In doing so, you will find that the tone and focus of the conversation may well shift to a more constructive future-oriented mode.

***"Listening, not imitation, may be the sincerest form of flattery. . . . If you want to influence someone, listen to what he says. . . . When he finishes talking, ask him about any points that you do not understand."***

... Joyce Brothers (1928 - ) US psychologist & author

## Monkeys and Money ...

Thanks to Julie for this one ...

If you have difficulty understanding the current world financial situation, the following should help...

Once upon a time in a village in India, a man announced to the villagers that he would buy monkeys for \$10.

The villagers seeing there were many monkeys around, went out to the forest and started catching them. The man bought thousands at \$10, but, as the supply started to diminish, the villagers stopped their efforts. The man further announced that he would now buy at \$20. This renewed the efforts of the villagers and they started catching monkeys again.

Soon the supply diminished even further and people started going back to their farms. The offer rate increased to \$25 and the supply of monkeys became so little that it was an effort to even see a monkey, let alone catch it!

The man now announced that he would buy monkeys at \$50! However, since he had to go to the city on some business, his assistant would now act as buyer, on his behalf.

In the absence of the man, the assistant told the villagers: ' Look at all these monkeys in the big cage that the man has collected. I will sell them to you at \$35 and when he returns from the city, you can sell

Talking About Pty Ltd

PO Box 6652,  
St Kilda Rd Central,  
Victoria, 8008.

Ph: +613 9507 2464

info@talkingabout.com.au  
www.talkingabout.com.au

them back to him for \$50. '

The villagers squeezed together their savings and bought all the monkeys.

Then they never saw the man or his assistant again, only monkeys everywhere! Welcome to Wall Street.

***"Whatever you want in life, other people are going to want it too. Believe in yourself enough to accept the idea that you have an equal right to it."***

... Diane Sawyer (1945 - ) US broadcast journalist

## ON YouTube

Here are some more words of wisdom from masterful ontological coach, Julio Olalla as he speaks on emotions and gratitude.

Go to <http://www.youtube.com/watch?v=COdrxNdndGU> or hold the CTRL button and click on the link.

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[info@talkingabout.com.au](mailto:info@talkingabout.com.au)  
Telephone: +61 3 9507 2464