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Success Partnership Tips – Featured on “A Channel” TV

Coaches and their clients know it's the *partnership* that is crucial for helping individuals achieve their goals. Although just about anyone could benefit from working with a professional coach, there may be people who want a less formal commitment, or who can't afford professional assistance. If you are one of those people, you can find a buddy and form a “success partnership.” Just follow these steps created by American coach and author, Rich Fetkce (or to find out more, read his book “Extreme Success”).

Are You Ready For a Success Partner?

Determine your readiness - you should be able to answer yes to the following statements.

1. I believe this is the right time for me to have and be a success partner, because I'm ready and willing to reach my potential.
2. I can be relied upon to be on time for our calls and/or meetings.
3. I will do my best, but I won't try to be perfect.
4. I will tell the truth to my success partner.
5. I will speak up if I feel that I'm not getting what I want from our partnership. I will share this information with my success partner as soon as I am aware of it.

Finding and Establishing Your Success Partnership

The person you choose as a partner is an important decision. You want to select someone whom you trust, can count on, and want to support, and who has a similar desire to do the same for you. When you decide whom to ask, explain to them what you have in mind, i.e., you are looking for a partner to help each of you get clear, take action and stay focused on your important goals. Ask if they are interested in doing this with you. Here are 10 questions to ask to determine if you're both ready to form a success partnership.

1. What do you want to get from our partnership?
2. Do you feel that we have the trust to fully support each other?
3. Why *me* as your success partner?
4. What works best for you as far as support?
5. What doesn't work for you as far as support?
6. How do you want to meet (in person, by phone, by e-mail, or a mix?)
7. How often do you want to meet or check in (daily, weekly, bi-weekly, monthly)?
8. How do you want to stay in contact between our meetings (e-mail, voicemail etc.)
9. What is the main goal (or goals) you'd like to focus on?
10. Is there anything else you want to say?

Key Elements of a Success Partnership

Connection and Trust – you both need to feel free to open up and share your fears, challenges and joys respecting your lives and goals. Be sure to discuss your individual needs and concerns, including things like confidentiality (e.g., will you tell other people about your success partnership and what you are trying to achieve?).

Clarify What You Want – you need to each share what it is you want. This is when you voice your visions, values, goals and fears. By knowing them you can:

- Help each other determine the most important steps to reaching your goals;
- Challenge each other to take bigger risks and hold each other accountable;
- Pay better attention to lessons learned when one of you encounters a challenge or obstacle; and,
- Celebrate when either of you has a big win.

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You each should determine up to three primary areas you want to focus on. For each focus area, write a simple heading and under it a description of how to achieve it. For example:

Primary Focus

1. *Become financially responsible.* Set up a system to track my spending and income. Reconcile my bank accounts each month. Implement and follow a spending plan.
2. *Improve my fitness.* Design and follow a work out program to lower my body fat and improve my stamina. Eat nutritious, healthy meals on a regular basis.
3. *Enjoy a more romantic relationship with my mate.* Plan a “date night” each week. Surprise him with loving gifts to let him know how much I care. Acknowledge him for all that he does and all that he is.

This is a simple but important step in designing your alliance that will improve your understanding of how to best support each other. It will help you take action and stay focused on your goals.

Prepare a Success Partnership Form

Preparing this form and using it will help you stay clear on what you said you would do, what you actually did, and what you plan on doing.

Prior to each check-in or meeting, complete and e-mail the form to your partner. Here is an example of a completed template (modify it however you wish).

SUCCESS PARTNERSHIP FORM

From: Jane Partner
Date: February 10
Meeting Time: 10:00 a.m.

CHECK IN (HOW WAS THE PAST WEEK)?

- Good. On a scale of 1 to 10 I'm feeling about an 8,
- The past week I was fairly focused and on track.
- I followed through on my of the agreements I made with myself and moved forward in many areas.

I WANT TO USE THIS PARTNERSHIP MEETING TO:

- Check in on what I did and what I plan to do.
- I also want to look at how I can stay focused on the projects that are most important right now, as opposed to working on busy tasks that are not my priorities.

RESULTS OF MY GOALS FROM OUR LAST CHECK IN:

- Finish the report for Mr. Jones. (Yes)
- Invest at least 2 hours on the proposal for the Acme Company. (Yes – 3 hours invested)
- Go for a 30 minute walk at lunch 3 times per week. (No – did it twice)
- Go to the gym 2 times this week. (Yes – 3 times!)
- Invest 2 hours going over the family finances with my spouse. (Yes)
- Complete writing out my business goals for next year. (No)

SUCCESSES AND WINS

- Wonderful trip to the lake with my family.
- Got the new Smith account.

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CHALLENGES AND OBSTACLES

- I focused on some busy tasks and did not get to all the main projects I wanted to work on.

MAJOR FOCUS AREAS IN MY LIFE THIS MONTH

- Completing proposal for Acme Co.
- Improving my health and fitness.
- Planning John’s birthday party.

MY GOALS FOR THIS WEEK

- Invest 2 hours in Acme proposal
- 30 minute walk at lunch 3 times per week.
- Go to the gym twice.
- Be in bed by 10:30 p.m. Sunday through Thursday.
- Complete writing out my business goals for the next 12 months.
- Call three hotels for prices on John’s birthday party.

As you can see in the above example, there are results from the past week reported on, and you project your goals for the week to come. This allows you to see what is working and where you might need to put some extra focus.

Develop Your Partnership Skills – the more effective you are at supporting and empowering each other, the better results you both will get. To be a great partner, learn the following:

1. *Practice the Art of Acknowledgment.* This is about recognizing and verbalizing the special, personal qualities the person used to accomplish whatever action she took or awareness she achieved. Look for what makes your partner great and let them know you see it. When you acknowledge your partner, remember to focus on her in addition to what she did. Highlight the distinctive, individual qualities she used in order to succeed.
2. *Make Sure Your Partner Really Wants A Push.* We often push people without their consent. Ask for permission to support them. Realize their process may be different than yours. Ensure you listen – don’t plunge in to “fix” what might not be wrong.
3. *The Devil Does Not Need An Advocate.* A “devil’s advocate” is someone who examines an idea by looking at the negative side of it; instead of support, they provide judgment. We all have the negative little voice in our heads that tells us we can’t succeed or that things are going to go wrong. We don’t need a success partner joining forces with our own internal devil’s advocate. Concentrate instead on being an “angel’s advocate” – someone who is encouraging and empathetic and who thinks of ways it could succeed instead of why it won’t. This doesn’t mean you lie to someone about your beliefs. First, you listen, ask questions and focus on understanding what the person wants. Then if she asks you for your opinion, you can relate it without stomping on her idea. Offer what you believe it might take to fulfill it and focus on next steps.