

## Your Magical Coach – Part 1 (Mentality)



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Have you ever met an executive coach? This is someone like an athletic coach preparing for the Olympic Games, but instead an executive coach teaches his coachees to excel and achieve better results at work! From this month onwards, we want to introduce you to a new arena of coaching using the Positive Quotient, also known as the MAGIC Quotient: “Mentality, Attitude, Goal setting, Improvement and Commitment”.

A week ago, two of my friends were arguing about the difference between seeing and believing. Should the former or latter come first? One said: “If I don’t see something happen, I won’t believe that it can happen”. Another said: “If I don’t believe that something can happen, I’ll not bother to see it happen!” Both arguments sound correct, don’t they?

Take **three** seconds only to look at the following picture.



What can you see? What do you believe? (Stop reading but focus on these questions for a minute. When you’ve got your answer, continue reading...)

You will probably say that you see a gentleman and a lady facing each other, both with unhappy facial expressions. You may believe that they are arguing with each other, feeling unhappy, frustrated or even angry... If you are told that there is



another story, would you believe that? If we don't, that will definitely be the end of the story, as we don't bother to investigate it further.

Of course, if we believe that the story may be different, we can try to seek out other possibilities, turning what we see on its head. Now, print this page out and turn it upside down. What do you see? A happy conversation – one that is totally different from what we saw before! Amazing!

What does this tell us?

“If you believe, you can see it, you can get it!”

So ask yourself:

“Do I want to be confident enough in dealing with difficult customers and with my boss?”

“Do I want to give strong public speeches and presentations?”

“Do I want to earn a higher salary and be promoted to a higher level?”

If my answers are “YES”, I need to believe in myself first. **A strong Mentality is the first step to becoming rich in your life!** This magical seed has been proven to be true by hundreds and thousands of successful people, including Henry Ford (founder of the Ford Motor Company), Thomas Edison (who invented light bulbs) and Sir Li Ka-Shing in Hong Kong.

Go home and list **three** things in your life or work that you want to improve. Next we will look at how you can start achieving these.

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