



Weekly Window vol.3



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www.nsbsg.com

Mission Statement:

"To promote small business in general and specifically to aid, enhance and motivate each other in our respective business enterprises. Our desire is to expand the knowledge and personal network base of each and every one of our members and to make them better at what they do."

ProCoach Helps Small Business Owners Meet Their Goals

Andrew Barber-Starkey of ProCoach International is changing his ways.

His presentations are changing from a lecture series to an interactive workshop where attendees will participate in the learning process and receive practical guidance to powerful goal setting strategies.

Andrew wasn't always a coach. He started his career in hang gliding. As captain of the National Hang Gliding Team, Andrew set many records and won many competitions, including the only Hang Glider to have flown west to east over the Rockies and holding the Altitude record of 19000 feet.

After leaving the sport, he ventured into a successful selling career with a number of companies, but still feeling unfulfilled, he went into coaching. Along the way, he was trying to find more effective teaching methods and systems to impart to his learners when he met with T.Harv Eker. Between the two of them, they developed "Success Tracks" a model to track and develop business successes. ProCoach International and the "Success Blueprint" were born.

Andrew breaks down the goal setting strategy into three basic steps:

1. Vision: know what you want
2. Desire: motivation to do whatever it takes.
3. Action: Taking the necessary steps along the way to achieve your goals starting with: Experiencing the success in small tastes, and reading motivational stories, biographies and success stories

Building success starts with gaining confidence on every small win. Andrew suggested: “Impress yourself”.

“Amaze yourself with your own accomplishments”, he continued. “Every time you make a choice that gets you closer to your goal, you impress yourself and create the motivation and confidence to take further action.”

When talking about goal setting, Andrew recommended using three key milestones: ten years, three years, and three months.

Ten years, he suggests, is far enough in the future to break the lineal connection to the present to allow one to dream of a goal that is comfortably beyond reach. A three-year goal then allows one to plan the steps necessary to attain the ten-year goal. The three-month goal then allows for a steady, on going reconnection to the overall goal and measure progress on the way to reaching the next sign post. It allows one to reaffirm whether they are on track or not.

Andrew then digressed to discuss the manifestation process, or how the tangible goals relate to the intangible goals.

Ideas, goals, dreams and the like exist in two worlds: the non-physical, or metaphysical world and the physical world. He discussed how unstructured, free association thinking then becomes structured by the formation of intent, goals and plans. These plans then morph into possibilities.

Possibilities, however, can only enter the physical world by crossing over the transformation zone where most ideas are lost and never see the light of day. This transformation zone is where fear resides and our inner voices composed of doubt, insecurities and negative experiences take over. This zone is crossed through action taken, ignoring the voices of self-doubt.

Andrew offers one on one coaching for the self-employed businessperson as well as group workshops. For more information, contact ProCoach International at www.procoachsystem.com.

New Member:

The membership committee is pleased to announce that **Arthur Klein** of **FirstBase Marketing Services** is our latest member of the NSBSG.

Arthur is a Marketing Consultant who assists small to medium sized business plan and implement their overall marketing concepts, branding, and promotional campaigns.

Guests:

Andrew Barber-Starkey, Master Certified Coach, **ProCoach International**,
Andrew@procoachsystem.com,
www.procoachsystem.com
604.983.8041

Richard Stokes, Home Theatre System Consultant,
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Esther Sarlo, Representative, **My Concierge Vancouver Inc.**
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Mel Kaario, Partner, **Harvest loyalty services**, m.kaario@shaw.ca,
1.866.634.7480

Focused Chat Calendar:

Oct. 3 – Bruce Duncan, HealthNow

Oct. 10 – Flavio Caron - RBC 2010 RFP Workshop

Acknowledgements:

The following members wish to thank those mentioned for referrals, successful joint ventures, or advice given:

Due to the length of the workshop, Acknowledgements were postponed for this week.

Calendar of Events:

**Burnaby Board of Trade:
Tuesday October 09, 2007
October Networking Breakfast,
Destination: London**

7:00 a.m. to 9:00 a.m
Executive Hotel Burnaby,
4201 Lougheed Highway.

Join us for our next stop in our “Around the World Every 30 Days with the BBOT.” In October, participants will be transported to London, England for a fun and exciting networking experience! Don’t forget to bring your passport!

Tickets: \$18 for members
\$24 for non-members.
All prices are exclusive of GST.

**ESN Evening
Thursday Oct.18
Networking and the Arts**

Meet ESN and their members at a night out at the Arts Club theatre on Granville Island.

Pre-register at 604.303.6580
www.esnorg.org

Gracious Host:

**SOHO-SME Trade Show
Tuesday October 30**

Fairmont Hotel Vancouver
www.soho.ca

Resource Guide:

For a listing of members' web sites,
please visit our website at
www.nsbsg.com

Chamber events:

http://www.hpmarketing.com/cgi-bin/events_calendar.cgi

Maps and Directions:

<http://www.mapquest.com/>

Networking Database:

LinkedIn Resources: SONI
Canada
<http://www.linkedin.com/home>

Job Boards: Vancouver Job Shop:

<http://regionalthelpwanted.com/home/167.htm?sn=167>

Working Canada:

<http://working.canada.com/vancouver/index.html>

Government of Canada:

<http://jb-ge.hrdc-drhc.gc.ca/>

FutureWorks - Wage Subsidy Program (& Job Board)

<http://fwt.bc.ca/>

Recycling:

<http://www.nsrp.bc.ca/>

<http://www.onedayvancouver.ca/about.php>

<http://www.gvrd.com/recycling/index.html>

Social / Event Management:

<http://fairweathercruises.com/>

<http://gracioushost.ca/>

www.tgifbc.com,

Urban Legends Reference Page:

<http://www.snopes.com/>

Yellow Pages Business Finder:

<http://www.yellowpages.ca/searchBusiness.do>

Miscellaneous:

<http://www.soho.ca/>