



Coaching Works  
To achieve your success!



## Coaching Works Monthly

It's a Matter of Perspective!

March 2008

### Tools and Tips

**In order to score points in basketball, one must let go of the ball**

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*In what situations do you still hold on to the ball, while trying to score points in your business?*

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**How might you improve your "release", to allow for more success for your business?**

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### Food for Thought

**Without people, success would be irrelevant**

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*Without success, people would be irrelevant*

### Do You Have Quantum Sense?

A few weeks ago while at home, I found myself in a bit of jam. Actually, a latch on one of the doors inside our house had become jammed, causing the door to bounce open each time anyone tried to close it.



This went on for about a week, until I decided to take action. I removed the doorknob, took apart the locking assembly, and put Newton's third law of motion (for every action, there's an equal and opposite reaction) to the test, with some strategically placed hammer taps against the latch. While the latch didn't budge, I found myself having an equal and opposite reaction. Rather than pound the latch into submission, I decided to reinstall it, and made a mental note to buy a new one at the hardware store later that afternoon.

At precisely that same moment, I remembered a conversation I'd had with a business associate several months ago. We'd been talking about the nature of success - in work, business, and life - and the importance of *allowing* for success to occur, rather than continually forcing it into fruition.

In our highly driven culture, where a hands-on full-throttle approach often reigns, this might seem at odds with the best way to drive from here to there - and for getting things accomplished. This is especially true in the world of business, where expectations run high and the pressure to perform - whether self-generated or from above - is often quite intense.

According to Newton's second law of motion,

## Need Help?

*To learn more about  
how Coaching  
Works can put quantum  
sense into your success  
strategy,*

[Contact us!](#)

## Questions, Comments, or Suggestions?

**Your feedback is both  
welcome and important to  
us!**

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**If anything in this article  
catches your attention, or  
if you have any  
suggestions for future  
articles,**

[Please let us know!](#)

acceleration is produced when a force is exerted on a mass. If people were inanimate objects, executing a business strategy which consistently applied maximum pressure would naturally yield the most successful results. In the real world, however, unintended consequences are likely to follow when pressure becomes the primary impetus for success. Some unintended outcomes include:

- Increased levels of tension/stress/mistrust/burnout
- Unrealistic expectations, unrelenting deadlines, and unattainable goals
- Unyielding and ineffectual management/leadership styles
- Employee pushback
- Increased miscommunication, confusion, conflict, and crises
- Zero-sum/win-lose/lose-lose mindsets
- Reduced performance, productivity, creativity, innovation, and morale
- Unethical decision-making strategies
- Compromised customer relations
- Lost time at work due to stress related illness, addiction, and apathy
- Reactive strategic initiatives
- Loss of focus, clarity, and vision

Perhaps you can relate.

It turns out that that generating and sustaining real success in business requires much more than the actionable forces identified by Newton, simply because business is driven by real people and their *real*-ationships with others. At play are the unique thoughts, beliefs, emotions, values, personality, heart, and soul that each person brings to the table, when doing business with and/or for others, or for themselves. In other words, when people get involved, the intangibles of quantum physics take center stage.

Quantum physics? What's that?

In simplest terms, quantum physics is the science of explaining and predicting, based on probability, the future locations, behaviors, and outcomes of the interactions of invisible particles and forces in nature. By its very nature, quantum physics is an oddly inexact science, depicting and predicting something that can't be seen, and leaving an infinite amount of wiggle room for possibility, variation, and outcome.

In the physics lab, quantum physics attempts to predict the likelihood of the location of an electron, proton, neutron, quark, or gluon circling an atom at any given point in time. In meteorology, it means trying to accurately forecast the weather next week, based on limited data available in the here and now, in concert with the invisible forces of nature at play between now and then (as a former meteorologist, it's much easier said than done).

In business, it's about recognizing, harnessing, and best leveraging a multitude of unseen yet incredibly powerful elements and forces shaping a person's inner world, (and forming the basis of all work-related relationships), towards the future success of the business. Quantum physics is always at play, at work.

Accordingly, the innermost nature of any business is invisible and organic, alive with the possibility of growth and success, at every stage of the game, and at every level of the organization - whether it's as a sole proprietorship or a Fortune 500 company. That is, if those within the organization are *allowed* to succeed.

In other words, success is just a natural extension of allowing the quantum forces at play, to work. When the inner workings of people and their relationships with others are acknowledged, accepted, and valued, they add value. It's just common sense - or in this case, "quantum" sense.

Steven Covey, in *The 7 Habits of Highly Effective People*, speaks to a profound experience he had in this regard, when he learned the simple idea that a gap exists between stimulus and response. With this awareness, he realized that the key to growth and happiness is *how* this space is utilized.

From a quantum perspective, the key to success is how thoughts, feelings, values, beliefs, personality, heart, and soul - the invisible energy and information occupying this open space - are best accounted for, and most effectively leveraged. Accordingly, when quantum strategies are allowed to the forefront, some surprising yet highly desirable outcomes are likely to follow. These can include:

- Reduced levels of tension and stress
- Elimination of burnout
- Increased levels of trust, collaboration, and cooperation

- Improved communication, conflict resolution, and teamwork
- More authentic and effective management/leadership styles
- Alignment of actions, behaviors, and strategies with core values, vision, and mission
- Improved customer relations/service
- Ethically sound business strategies
- Increased employee satisfaction, commitment, loyalty, enthusiasm, and initiative
- Enhanced clarity, vision, and focus
- Improved motivation, innovation, creativity, performance, and productivity
- Improved employee health, fitness, and wellness
- Proactive/win-win strategic initiatives
- Room for professional and organizational growth and development

What are some effective strategies that would allow quantum sense to contribute towards business success? On an organizational level, they include:

- Frequent forums allowing for open, honest, reflective, and respectful conversation among/between employees, teams, management, and senior leaders/owners
- Team and trust-building events held at regular intervals
- Interpersonal communication skills development programs
- Employee wellness programs
- Regular brainstorming sessions
- Conflict resolution seminars
- Generous vacation packages
- Cultivating a culture which values emotions/effective emotional expression
- Celebrating successes, and allowing room for "failure" and harvesting/leveraging the lessons learned
- Open, honest, authentic, and accessible leadership
- Consistently valuing employee/employer performance

On an individual level, some simple, yet highly effective quantum strategies include:

- Listening to intuitions, hunches, and instincts
- Regular exercise, healthy food, and good sleeping habits
- Listening to, acknowledging, and validating emotions
- Reading, writing, journaling, meditation, and prayer
- Having fun
- Spending time with children (kids are quantum!)
- Pursuing interests, hobbies, and passions
- Open, honest, and respectful communication with others
- Altruistic activities
- Being open for opportunity
- Putting best efforts forward, and then letting go of controlling outcomes
- Leveraging "mistakes" into lessons learned
- Creating a personal/professional vision/mission statement
- Taking "leaps of faith" towards your mission/vision

As a former professor of mine once said, "the content is in the process". Having said that, quantum timelines tend to be much longer and more unpredictably driven than Newtonian timelines, and therefore, rely on a completely different set of strategies, in order to achieve tangible results. Having faith and trust in that which can't be seen, is of essence. As the conductor (Tom Hanks) said in *Polar Express*; "Sometimes the most real things in life, are those you cannot see".

By the way, later that same day, when I shut the door behind me to go to the hardware store, it closed on its own. I heeded its cue, and it's been working ever since. Perhaps all that was needed was to let go of it at exactly the right time.

Here's to your success!

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