



Rachel Newton MTC ACC CBCC MQT
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Hello, everyone, and welcome, thank you for being a couple of minutes early, and I am not sure if you saw my note encouraging you to have a pen and paper handy. A couple of people can't stay till the very end. But for those of you who can feel free to grab that pen and paper, we'll just give people a couple more minutes. But thank you all for being here. So punctual and early. And we'll just let us join just everyone saying, hey, if you just want to drop in the chat, if you're able to see and hear me, or maybe I'm talking to myself.

If somebody said, OK, thank you very much, Jonathan, thank you and Paul my tech support so that is wonderful. Thanks, Anita. Lovely. So, we will just wait a couple of minutes here. And then we'll start officially. So, I hope you're all having a good morning so far. We'll be right here for others to stop joining us. Welcome, welcome, everyone. Thank you, Suzanne. Well, I have lipstick on my teeth! Thank you, Paul, for telling everyone, OK.

Good morning, everyone. Thank you for being here. Do we have any people who are not in the Pacific Zone, Pacific Time Zone and are coming and tuning in internationally? Well, from other cities. If you want to put that in the chat. So, it looks like everyone is local right now, so we're at the time here, so to honor the those who all arrived so punctually, thank you very much.

And I'll get started. Eighty-five per cent of employees are not engaged in the workplace, according to Gallup, leaving only 15 percent of engaged employees. That's less than two out of 10 employees who are engaged. So more than eight out of 10 are disengaged, unhappy or miserable at work. Let's do a quick poll in the chat here. Are you part of the two out of 10 engaged? Just put a yes or no in the check for me, just to give me an indication.

OK, so you're in the right place then, so thank you very much for responding. I work with clients who no longer want to be part of the eighty five percent of disengaged workers. I take clients from woe to go in my three module Entrada Career Connection Program. In the next 30 minutes. I'll show you how I discovered the secret to achieving a life and career where I feel I'm living meaningfully and on purpose every day and how you can achieve that, too.

My name is Rachel Newton. I'm motivated and inspired to create an enduring, wholehearted community, to support and guide clients, to find meaningful work, to be engaged, fulfilled and achieve well-being in their lives and careers. I'm a change and transition expert. Having worked with hundreds of clients for over a decade, I've been honored to support positive transformations in clients lives and careers,



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and I work with motivated and committed clients who no longer willing to accept the status quo.

And I facilitate this shift to be part of the 15 percent who are engaged in their careers and happier in their lives overall. And I can see we've got some people working for themselves and solopreneurs, which is wonderful. And I my guess is that you are part of the 15 percent. So that's excellent. My certifications for those who don't know me include Body Centered Coach and NLP Coach, and a Practitioner of Coherence Therapy, a Shamanic Chinese Medicine and Medical Qigong Therapist and a Master Therapeutic Counselor.

As you can tell, I am a lifelong learner. I'm deeply curious and passionate about sharing my learnings with others. So, thank you to all of you for being here for that and to keep you engaged hopefully for the next 30 minutes. I do have a session giveaway for one lucky engaged attendee who stays until the end of the 30 minutes and you're welcome to stay into Question Time as well. But I'm giving away a 60-minute coaching session with moi for two hundred dollars to the person who is most engaged.

So, keep on with those emojis and in the chats, letting me know that you're there. And as I invite you to get engaged, please take a moment to think of what you would like to gain from your 30-minute investment today, you're committing your precious time to me. And maybe you can pop that in the chat if you wish. So, as I said, I know your time is precious; I've allowed forty-five minutes in case there are questions at the end, but the main presentation will be 30 minutes and of course, you'll be able to watch a replay. I will be going pretty fast here. So, you might want to watch that later.

So, what you will learn during our time together, I'm excited to share three topics with you today, my Entrada Career Connection Program and the three D's to create career clarity, how to shift from career confusion to clarity and freedom, using two proven career clarity techniques I use with my clients and mystery and the concept of the vocational and career oasis. Wonderful. Thank you, Victoria.

And I also forgot to mention, if you have any questions, if you can pop them into there's a question you'll see a question bubble next to the chat window. And so, if you can pop them in there and I'll attend to them at the end of the 30 minutes just to keep our time going. So. And thank you for the people replying in the chat there too. You will receive the resources from today's webinar, including the very few slides.



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I'm not really a big slide person. I prefer this really prefer in person. But this is the second-best thing. And we're managing so. So you will have the very few slides there. And for those of you used at the end, I'll have an extra gift for you at the end of my 30-minute presentation as well. And thank you for all the lovely comments. You're all vying for that session that you. It's wonderful!

In the webinar format, I'm doing a lot of talking, which my husband is used to. But in contrast to my experiential workshops with my clients where I share and interact more and we hear from each other and speak to each other out loud. I do invite you to keep on with the wonderful chatting and comments that you're putting in there or just throwing a emoji in your sad face, happy face, whatever you think. If you're feeling excited.

You'll be hearing lots of words from me. But I'd also like to start with sharing words from two clients who completed my Entrada Career Connection Program. *Elaura: "You've changed my life. I feel very true to myself and honest with you. You bring me joy and comfortable feelings."* And Megan. Yes, bribery does work, Jonathan. That was my intention. *And Megan: "Our sessions together have definitely exceeded my expectations. I feel a lot more balanced and validated. I have a clearer map of my next steps and how to accomplish my goals."*

I don't feel trapped or stagnant. It's been an amazing journey of self discovery, and I'm sad that our sessions are at an end for now."

So let me take you really briefly through my Entrada Career Connection Program, so I'm just going to pop this up in the OK, so in a moment, you should see some slides pop up and I get a thumbs up or a check to see that people can see my slides here. OK, wonderful.

Thank you, Anita. So first of all, the name Entrada is Spanish and it means entry, but it's a very particular sort of entry. It is a journey, an entry or to enter into an expedition or journey into the unknown. And I chose that because for me, my career journey with my career coach many years ago, thankfully over a decade ago, was that I was going into unexplored and uncharted territory as there is a lot of uncertainty and unknown.

And I see that again and again with my clients. And I'm wondering if any of you have been through a career change, if you've found that as well? Wonderful. Thank you! So, in my unique approach, I've created a three-module process, the three D's of career clarity Define, Discover and Do. So, let's quickly go through each of these. The



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first one where we define also think of as the Breakthrough Stage. We become aware of limiting beliefs, identify fears, and then we transform those into empowering beliefs and remove roadblocks caused by our fear. So, you can have confidence like that guy with the stars above his head. So that's for girls too. So just the little icon's a guy.

In the second stage, we've got the Discover stage, which is also what I consider the building stage. We complete assessments, build a tool kit, create a dashboard and gain more insights as to how we are to define and discover meaning and purpose. And in the third stage here, and I'm glad that this is resonating, I can see it's resonating with some of you, thank you.

We are in the Blast-off Stage or the Do, and this is where a lot of people get stuck and need the most help. So, I help you visualize your future, your ideal future, summarize the assessment results and develop your Entrada Roadmap. And through this process, we've gained tools, resources and confidence to implement an action your plan. And as you move from module to module, you'll gain clarity and it'll increase with each stage. So, you have a better sense of who you are and what you really want to find in a career.

So, and because of my training in medical qigong, body centered experiential work, I look at all three levels of the body, mind and source or spirit and support clients to be more aware of what's increasing and depleting their energy levels. And I'm loving the loving the comments here and the questions. I'll definitely be able to answer those questions after the 30 minutes. So, thank you so much for your curiosity. So, coming back to me, no more slides for now.

What does the Career Entrada...what does the Entrada Career Connection Program look like in action? I'm going to share two instances of case studies with you right now, and I'll share two more during Question Time if needed. Colin came to me in his late thirties, a business development manager at an established tech company in Vancouver. He had over twenty years of experience in sales and business development roles within the tech sector. But he was unhappy in his position and feeling stuck.

He was bored and no longer able to no longer able to be engaged in his role. He completed his Entrada Career Connection process with career clarity, a sense of empowerment, meaning purpose, and is now fully engaged in a career that's aligned with his values, strengths, skills and a sense of self. Brittany, in her early 40s, had been laid off from her corporate managerial role and took the opportunity to

explore if she could pursue a career as an illustrative artist. It had been a side passion for many years, and she was not sure she was good enough to make a living from her creative vocation. Soon after completing her Entrada career connection process, she blasted off to become a working artist. So, I invite you to pop in the chat if any of the themes that my clients experienced when I first came to me resonate with you. So, I'll just go through them really briefly, feeling stuck, disengaged, unhappy, lacking clarity, not good enough, and lack of confidence.

And this, of course, will be for the people who still feel who feel that they're part of the eighty-five percent. So feel free to pop anything in there, if you like. Thank you, Crispo. I can see the feeling stuck there too. Thank you. So, as you've heard about some of those things and now as you listen and see if any of the three common obstacles to create clarity resonate with you, these are definitely my experience and they've been my clients' experience again and again.

So, the three common obstacles to career clarity are the hamster wheel, the square peg in the round hole and working yourself to death. The hamster wheel. So, do we all know what a hamster is? So a hamster or a mouse? In Australia, we don't have hamsters. We have mice. So, it's a little rodent in a wheel and it's going around and around and using a lot of energy and going nowhere. So that was certainly my story for the first part of my career before I found this over a decade ago.

But I kept on repeating the same patterns that weren't supporting me to move forward. And I would change jobs thinking it would get better. But it didn't last very long. And then I'd be back to burnt out and feeling like I wasn't appreciated. And I just felt really uncomfortable with myself and thank you, I can see something that's resonating as well.

And the square peg in the round hole. So, with a square peg in the round hole, it's that sense of not belonging. So, you don't feel you're with the right people, you're not doing work that you're enjoying. The work is draining the people, draining, sometimes both or sometimes one or the other. And then also, is the environment toxic? Is it encouraging you? Are you energized? The biggest one is having to be your work self. And that's a different that feels like a facade compared to your personal self, and that takes a lot of energy to not be able to be yourself. So, I wonder if the square peg in the round hole resonates with anyone, or maybe you've got your version of that?

Finally, this is the one that actually pushed me over the edge to leave the corporate world and coming to the helping profession was working yourself to death. I think I

was on my way there. I was pulling 80-hour weeks and not having any boundaries. I was stressed out, overwhelmed. I started having anxiety and panic attacks and I ended up losing a chunk of hair back here and it grew back baby white. So, my hairdresser found it. I was just like, so when you start experiencing the physical and emotional stress, that's a real message for you, that you're not in the right place, you're not in the right role. So I've seen that some of you are resonating with some of those three common obstacles and be very unkind of me to just leave you there. So, I'm not going to.

So, grab a pen and paper or something to write on maybe a tablet or your computer? And, I'm going to take you through three career clarity learnings. The first one is an activity called the ideal career ideal career criteria activity. The second is a notion of the wandering of the vocational desert, and then the third is creating positive career change.

So, in this first instance, I'm going to have you imagine that you that. Oh, actually, sorry. Has anyone bought a car or a new computer or planned a holiday lately? Just see if I can ask the audience and poll someone for something here. So be a bit of a delay. OK, OK, OK, we've got a car and a computer. OK, so let's go with the ... I'm going to go with the computer because mine's not doing very well, even though it's only six months old. So, when if you think about buying your computer, you probably had a budget, right? You probably had to choose between Mac or PC or maybe even Linux and you had to there was a price too, so many different prices? Do I don't want a laptop? Do I want a tower? And so, there's lots of different variables. So they're criteria. Has anyone ever thought of doing that for their career? I hadn't thought at all. OK, yes, there's someone else who has. I hadn't thought of it until I started doing my training to be a career professional. That's wonderful. Crispo you already know this concept. That's great.

So, I'll be sending you the handout for this, but right now, just in this one-minute learning, I'm going to invite you to imagine your ideal career day. And you're going to start from when you wake up and go all the way to when you go to sleep, when you're going to get time to get you to sleep. But waking up because you have to decide what is your ideal time to be at work. And so, from wanting to be at work, you were finishing your transit time going to be are you going to walk? You going to bike? Are you going to be in a home office? So, it's just a couple of rooms away or are you going to be driving somewhere? And how far away are you going to go? To a client office? Are you going to go to your own office? Are you going to go to somewhere outdoors? Do you kind of get where I'm going with this? And so, you go through a day and you think through... Ok Ana and hopefully the handout will give

you some more information so I can cover the outcome of that in the questions to clarify that for you.

But if you go through your day and you're thinking, do I want to work with people, do I want to work on my own? So, you're taking all of those elements and including salary benefits, vacation, all of those, and they're building your criteria. So, once you have that, you can be clear about what you do and don't want. And sometimes you might have to think about what you haven't enjoyed in other work, in other jobs you've done to find what you do want. So that's an exercise I do with clients. And as I said, I'll be sending you the handout for that.

The next concept is Wandering the Vocational Desert. So, before I entered into the helping profession I am (in), for over two decades, I kept on going through the hamster wheel and the square peg in the round hole, working myself to death. And so, every two or three years I was rotating jobs and finding different roles because I'd get burnt out, overwhelmed.

I wasn't happy. And so, I finally figured out after over two decades, I was the common denominator and I'd been trying to do it by myself and I that I couldn't do it by myself anymore. So, I worked with my own career coach and counselor. And if it's not, it's not for everyone. But if you if you feel that you need that. But I that's how I found my way to go from what I call wandering the vocational desert for over those two decades to my career oasis.

And I'm motivated to help people do that more quickly. So, you don't have to be spending all of that time in the desert. Or maybe you feel like you're in the desert right now and you're looking for your oasis and struggling. So, or you've had that experience, again, there's some solopreneurs here and people working for themselves so, you might have experienced that in the past. So finally, the last leveraging off that is creating positive career change.

So, I'm going to share again my model of change that I designed to help my clients be able to visualize this. Yes, Victoria is very hard. So, this is my Entrada Change and Transition model, so I'll just name, Change is the Event and Transition is the emotion or the psychology of how you move through that change. And there is again, there is a handout and some to go with this. But just very briefly, then, this model I created there's three parts, the start and the outcome, and in the middle is where you spend the most time, the neutral/ limbo zone, and you'll notice that there are little bubbles and there are little change bubbles inside and that is representing change within change.



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So, if you start and you end up in this neutral/limbo zone, you might stay there too long and be stuck and feel complacent. And it's really hard to get to the outcome that you want. Or you might find that you travel through here really quickly. And that can also negatively affect the outcome. And it's also these arrows to be able to signify the constant change. One thing ends and another begins. So just give you 10 seconds, because the limitations of time, if you're going through a career or life change right now, can you identify where in this model you might find yourself it resonates?

And you might also be straddling a couple, you might feel like you're right there on the border where you might feel that you are here? So wonderful, thank you for sharing where you all are. So, and as I said there will be there will be information about that. And I'll also be sending you a brief document that has you think about your change story and think about a couple of challenges that that you've encountered in change and then what's gone well for you in change and a metaphor for change. I like the metaphor of water because it can have so many different states. Other people have chosen seasons. Not sure if you like the metaphor idea or maybe a word or phrase works for you?

So, as we start to wind up here today, I'll just briefly recap, I shared today: my Entrada Career Connection program really briefly, you learned about three common blocks to career clarity and learned two career clarity techniques. Also, the concept of the vocational desert and career oasis.

And I just wonder if you take a moment to go back to what you wanted from investing these 30 minutes today. If you have two or three takeaways that you've been able to glean from our time together, and if you want to drop a couple of words in the chat, please feel free. And so, while you're putting in your two or three takeaways, I will remind you I will be sending you the change information and resources. And from the comments, I think it might be helpful for people to have my Fear documentation, too?

So, who would like to get the fear information as well as the changed documentation? I'll just see if there's anyone who wants that. So, what's in the room in here? So, OK, thank you. Thank you. Wonderful. OK, I'll be sending that to you for all the people who've been hanging in here and the bonus gift for people who are still with me. Thank you. Thank you. I'm going to send you a career discovery coaching document. And this could even be helpful for people who are in their solopreneur or have found what they want. It might give you some extra clarity. It's twenty-one

pondering questions. So, I'll be sending that to you as well to say thank you for all of you for hanging in there.

So, I'm going to check in with my tech support to find out who was the most engaged here. And I also want to pop in the chat here if anybody is interested. OK, sorry if anybody's interested. Absolutely, Ana, so this is... I don't know if. One of them is not actually a link, so. OK, so this is more information about the program. I will be staying for questions, as I said, but some people might want to also read about it. And then this was supposed to look very nice, but now we'll just have to put it is actually an application form because I'm taking applications and doing 30-minute discovery calls to make sure it's the right program for you.

So let me just see, I have my tech support here and... OK, so, Paul, do you have do you have the most engaged person in the chat? Thanks. Sorry, I am just...don't you love this everyone? So. Oh, OK. Paul's announced Victoria! Can you see yourself pop up in there? So, OK, so I am so now going to... now that I have come to the conclusion of the learnings, I'm going to start spending some time with the questions.

So. So, Victoria, I'll send you an email to that as well. So wonderful for you for being here. So, there are some questions here. And so let me let me just go into the questions here. Thank you. OK, so OK. So, this is Crispo. Yes. Thank you. You were talking about how you find a road map. That's a really good question. So, the road map is what.... In order to have a road map, we need to be able to collect as much data about ourselves as possible. So, going through that process that I was showing you and maybe I'll just let me just put the presentation up for you, would it help for you to see that the model again or you OK for me just to speak to it? I'll just check in with Crispo was the one who answered that question. I'll just stop talking and then just say see. So, so in order to say, OK, so Crispo, thank you.

So, in order to be able to find that roadmap, you need going to need to know what has been stopping you.

So that's first and foremost from moving forward. In addition to that, I go through and help you with finding your skills, your values and we do we do the detailed career criteria activity. There's also an Entrada Sort that I had designed, and that is like a little bit of an overall. And so, all of this information is helping you acquire more data about yourself. So, when you're making a decision about anything, I find it really helpful to be able to bring, to gather data about yourself.



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So, I use this. The technique that I've used is just very specific as to certain information that you need to know about yourself, to be able to gather that and then to be able to put that and summarize that in a document and find out how you interface, how you how your values and your skills and what you're doing and how what you start to know about yourself and what that will look like in the world, in the world of work and being able to find what is a role or a career that's going to be aligned with what you what's meaningful to you and what is valuable for you. So just that that's really quick Crispo and I can certainly, if we need to, I can go into more details. So, does that give you a bit of a better sense of an idea of what that roadmap would look like? My chat is not moving here. OK, thank you, Crispo.

OK, so let me just go back to the questions here and then, OK? Oh, yes. So, Victoria, this is going to be 20 weeks and the information is in that link that I dropped in the chat that you'll also receive it in a follow up email with the resources. So, it's a 20-week process that is for the group process. I also have an individual process one on one, and there is a choice in the individual, one on one process between 10 and 20 sessions. So so all of that information is in that link that I sent to you. And of course, you're more than welcome to to book Discovery Call as well. So, yes, Victoria, this is absolutely it was designed by me. I've been creating this is I've been using this with clients one on one over the over the last ten years and developed it. And it was a triangle, I think, Victoria, I showed you my triangle that in the past and but now it's gone to that different format that you saw. So, I've just worked on fleshing it out a bit. So, I used to just I would just like clients come to me and then I tell them about it. But I'm starting to expose myself in a bigger way, I suppose. So, I can try to help more people so I can just see a couple more people in the chat here.

So, OK, so it doesn't sound like there's any more questions. Is that true? So, I will just put in a couple more... if anybody's on the fence and I can bribe you more. There's a couple of bonuses here. These will be limited to 20 people and be online and Ana it depends on your insurance. So, if you if you email me, I will send you the benefits information. So for Canadians. Are you in Canada, Ana? So actually, I do have a couple of US clients who are able to. So, oh, I haven't actually spoken about the group format, Suzanne, so to do so, maybe I'll quickly speak to that. So, the group format over those 20 sessions is sorry, it launches on **June 24th [NEW LAUNCH DATE: THURSDAY, JULY 8, 2021]**. This is also in that [link, too](#). But I'll just let you know that I'll be what we'll be doing is will be meeting in a workshop format for two hours.

OK, and so it looks like you're in Canada. So, it should. If you email me, I'll send you the benefits information. So sorry, Suzanne, going back to you. I'm going to be doing a workshop session once every other week, so every couple of weeks. And I'm trying to work out if that's going to be two or three hours long. I'm still trying to form in my mind what that's going to look like, because, as I said, I'm taking it from being a one on one to a group session. And then when you're not meeting in the workshop session with the group, which will be interactive the next week will be the webinar format presenting the material. So as an example, if I just put up my... to take you through the steps of the. The program again. So, there's three modules and each of them has four steps, but because to be able to give people lots of time to process where I also want to have the... that's why it's so long the process in the group process. And then there's also going to be community support as well. And these slides are not loading for some reason. So, in any case, you just in to see if I can get them, otherwise, I'll just speak to it again.

So. Technology, technology, so OK, so I forgot to say thank you to everyone. Some people have probably left already, I can't see, but anyway, so and this is so having a look at this, each of each of each week will be workshopped in one of these themes. And they'll also be I'll be doing a webinar style like this to do a learning and then you'll have a week to digest it and then we'll come together and work on it. And so that's what each of these steps and then that will be as we go through here. And all of these are now online available, as do we do. You'll get it online and then we'll talk about it and speak to it in the workshop. But I'll also be presenting a masterclass like once a week through once every other week through webinar, how that relates to that theme. And then then we start bringing it all together in this Do stage or the blast off stage in stage three. Does that give you an idea, Suzanne? And it will be recorded... the best is if you can be live, but if you can't and you miss something, you will receive the recordings of it and it will be a closed group. So, once I've established the group of people won't be it won't just be open to other people joining. So just to let you know about that.

So just let me just say any more questions and. And so. Just thank you so much, people, for the for all the people who are still here, I'm astounded at how interested and engaged you are. So, I hope you'll enjoy the gifts and the resources that you received. And I see that there's also some people from quite far away so that have that here. So, I'm not sure what time it is in that part of the world, Crispo. But thank you for being here. Yes. Thank you for your email too. So and so just seeing if there's any more comments here. Thank you all. And I really hope it was valuable for you and that you'll all have a wonderful day as well. Wow. So, it's late at night there Crispo.



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OK, so I also in the link that I sent you, there are links. It's not to my regular calendar. I have done a different calendar booking. So, for that. And so, if anybody is interested in me doing other webinars, that might be longer webinars. This is a short one. It's actually only my second webinar I've done. Please let me know. And I'll certainly see if I can if I can make that happen, if I have enough interest as well. So. So everybody is still here, I was expecting everybody to to not be to not be here for so long. So thank you again, everyone. I don't know what else to say. So Ana, sorry, I just realized you were a bit confused about the career criteria. Did you, did that make sense to you? You're welcome, Crispo and Tracy, thank you, everyone. And Victoria as well. Did you did you need any more clarification with the. We've got some few minutes left here and about the career criteria. It's a bit of a lag in the chat, so. But if you if there wasn't any more questions and Ana was still here, so. OK, so it looks like we've been very efficient with our time. I hope all of you have a wonderful day. Thank you for taking again, investing this time. And once again, I hope it was valuable to you. And I look forward to seeing some, if not all of you again, take care of one and be well. Goodbye. Oh, OK, thanks Ana, that sounds good. OK, take care. Bye bye. Thanks. Jonathan.