

MARGARET MELONI

A PATH TO PEACE

Greetings!

I am thrilled that you have decided to take this first step on your path to peace.

“Never doubt that a small group of thoughtful committed citizens can change the world. Indeed, it is the only thing that ever has.” – Margaret Mead



The first time I read the above quote I instantly felt inspired. I realized I was not the only one who believed in the power of individuals to make a difference. It didn't hurt that the quote came from another woman name Margaret! Forget the 'in' crowd, I wanted to be part of that thoughtful and committed group, I wanted to help change the world.

It took me almost 20 years in corporate America before I realized just how I could help.

One day I walked into an office and found out that I would be leaving my current employer. Trust me this was a surprise. I was determined that this unpleasant surprise was not going to negatively impact my life. I saw that this was a potential turning point in my life. When my departure was announced and my phone started ringing, the first calls I received were from people I had either officially or unofficially coached. That was when it hit me. I wanted to help other people through difficult situations. I couldn't always stop people from using their power and authority to abuse others, but I could help people learn how to come to peace with the difficult people and situations they faced in the workplace.

At first I was confused about my coaching identify. I was not technically a life coach and I was not a career coach. I did not want to write resumes nor do job placement. I was conflicted, not wanting to separate myself from my corporate image and not wanting to be overly touch-feely or risk damaging that corporate image.

Here I was, facing conflict again!

The more conflicted I was, the more unclear my message. I began working with clients who came to me for career coaching, and worked with others that needed my help overcoming 'work wounds.'

And then finally, when I released my own conflict I discovered...

I am not a career coach and I no longer worry what being touchy-feely will do to my corporate image. **My higher purpose is to show people a path to peace.**

MARGARET MELONI

A PATH TO PEACE

I want to create a world where peace and business co-exist. So let's start by giving you the tools you need to feel at peace and not in pieces.

I look forward to being your guide and sharing your journey with you.

Thank you,

A handwritten signature in cursive script that reads "Margaret".

Margaret Meloni

MARGARET MELONI

A PATH TO PEACE

Table of Contents

About Margaret.....	4
What You Can Expect from Me	6
What I Expect from You	7
My Approach	8
Success Stories.....	9
Intake Form.....	10
Next Steps.....	16

MARGARET MELONI

A PATH TO PEACE

About Margaret

In her more than 18 years in Corporate America which included roles in Fortune 500 management, Margaret Meloni observed how individuals who learned to cope with conflict succeeded and recognized their full potential, while others became road blocked. Margaret developed a passionate belief that it takes courage and skill to be human at work and that all individuals have a responsibility to treat each other with dignity, respect and compassion.

Motivated by her beliefs and the desire to make a difference in the lives of others, Margaret acted on her vision by founding Meloni Coaching Solutions, Inc.

Margaret observed that many corporate cultures expect people to separate who they really are from who they are on the job. This leads to conflict. Employees in conflict face emotional strain which leads to less productive time, poorer decisions and use of more time off work.

For Margaret, the attitude that business does not involve human values is patently false. When we reconcile that professionalism does involve humanity, we will have peace at work. Yes, peace at work. Margaret's mission is not to bring incense burning and chanting to the office; rather her mission is to help people acknowledge that time and effort spent at work impacts every aspect of our lives, so we must make it count.

Her vision is to create a group of successful individuals who are at peace with their authentic selves; a group of individuals who help and support others; a group who bring humanity to the office and thrive because of it. Margaret sees a world where achieving peace and achieving success go hand-in-hand.

Margaret uses a variety of [individual and group programs](#) ; [corporate consulting](#) and [self-study programs](#) to support her vision.

Margaret writes "Turning Point", the bi-weekly eZine that continues to teach readers how peace and professionalism co-exist.

Margaret's students and clients often find that what she really brings them is freedom to bring their authentic selves to the office. As a former Information Technology Executive, Margaret always knew that her preference was for the people behind the technology. Margaret draws as much from the art of management as the science of management. As a gifted leader the accomplishments she treasures most are the milestones achieved by the individuals who trusted her as a mentor.

MARGARET MELONI

A PATH TO PEACE

Margaret brings these beliefs and insights to individuals from many professional backgrounds. The common thread across her client base is the desire to experience peace at work and the recognition that peace is not absence of conflict, peace is the ability to cope with conflict. For these people, Margaret Meloni is truly 'A Path to Peace'.™

She holds a B.S. in Business Administration and an M.B.A. from California State University, Long Beach and is a certified Project Management Professional (PMP) through the Project Management Institute.

In her time away from work, Margaret finds that cooking helps cure writers block, exercise stimulates creative thoughts and the unconditional love she receives from her husband fuels her courage and drive to make a difference. Her two cats continue to be immune to the concepts of compassion and do not fully utilize Margaret's guidance, however; they do believe in peace – on their own terms, in their own time.

You can learn more about Margaret and her courses, programs, and products at MargaretMeloni.Com

MARGARET MELONI

A PATH TO PEACE

What You Can Expect from Me

A coach is not a therapist. I am an objective partner or guide who will help you find ways to improve your ability experience peace.

Here is some idea of what to expect from me:

- That I will ask deeply probing questions so that you can become more clear about what you want, what you need to do to get what you want, and the sources of your obstacles.
- Guide you to stretch and **reach higher** for what you want.
- That I will tell you the truth.
- That I will make the process fun.
- Treat the information, thoughts and ideas that you share with me as confidential.
- Follow a coaching plan that is designed for you.
- Provide suggestions and action steps that are **customized** for you.
- Treat you with respect, honesty and adhere to a ‘no judgment’ code towards the goals and information you share with me.
- I will answer your communications promptly, usually within 24 business hours:
Monday-Thursday from 9:00 am – 5:00 pm PST.
- Help you design strategies that will bring you to peace over conflict and provide you with tools to manager future conflict when it arises.
- Acknowledgement for your accomplishments.

MARGARET MELONI

A PATH TO PEACE

What I Expect from You

- That you open your mind to new possibilities.
- That you are on time to sessions or call 24 hours in advance if you cannot make it. (Being late deducts time from your session and I want you to get the full value).
- Any missed appointments that are not rescheduled in advance, can not be made up. **And if I see a pattern of an unusual amount of rescheduled appointments, we may need to revisit your commitment level and our continued working relationship.**
- That you let me know when something isn't working for you.
- That you let me know if you are not getting what you expect from me.
- That you come to the session, knowing what you want to work on.
- That after each of our meetings you complete your assigned action items on time.
- That if you have difficulty with your assigned action items you let me know as soon as possible, my role is to help you, not to hinder you with work that doesn't work for you!
- That you have fun with this too!

MARGARET MELONI

A PATH TO PEACE

My Approach

If you are looking for a highly structured approach, I may not be the coach for you. I have some basic steps I follow, but I like to draw on my intuition too. And I like to give you the freedom to really explore the conflicts you have faced and are currently facing. I believe that a more ‘unstructured’ approach allows us both to creatively find you the road map that will be your path to peace.

I do have some steps that we will work on together:

1. **Identify the source of your conflict.** During this time we will discuss what brought you to me. We will have in-depth conversation about the nature of the conflict you are experiencing and how it is impacting ALL aspects of your life. We will work together to discover if this is really new conflict or if it stems from conflict that has been ‘haunting’ you. For example, one individual’s fear of speaking frankly to her current boss was not about her current boss; it was about her discomfort of being the only female on the team and not wanting to be perceived as ‘too girly’ or ‘too emotional.’ Another previous client felt tremendous guilt because he was not working long hours in his new assignment. He realized he was not expected to work long hours on this assignment, he had baggage from a previous employer who thought anything less than a 14 hour day was time off.
2. **Identify your role in the conflict.** What is your story or your part in the conflict that we are working to resolve? I will ask you to be very honest about your participation and I will push you to look inward and define what you received from playing a role in this conflict. I
3. **Identify what you can control.** The only thing you can really control is yourself, but I need you to really own this concept for our work to take hold.
4. **Design your strategies for resolution.** Together we will create approaches that will position you to face existing and new conflict in a calm and peaceful manner.
5. **Send you on your path to peace.** You become a role model to show others that peace and business can co-exist.

MARGARET MELONI

A PATH TO PEACE

Success Stories

Here is just what some of my clients have shared with me about our work together. I look forward to hearing your success story too!

"I wish I had completed this work 10 years ago. By helping me to understand who I am as a professional; you have made it so much easier for me to understand and manage my behaviors. Now I know where I fit in and I understand the importance of the right kind of working relationships. Our work together gave me just what I needed. Thank you."

-TL, Director, Application Development, San Diego, CA

"Margaret, Thank you so much. Just one lunch with you was very insightful. You really helped me to understand a different perspective. I can see that I have some opportunities to grow my team and grow with my team. I am looking forward to our continued work together."

-NE, a Senior Project Manager, Irvine, CA

"Thanks for creating the environment for us to have fun while we are working together. One of the best things you did in our first meeting was to tell me to assume a positive outcome. That initial mindset was a great stress-relief tool. Your humor finds its way into comments that are informative and meaningful. Thanks again."

-HA, Operations Manager, Dallas, TX

"It's been a good year. Your coaching was an instrumental influence in my doing things differently - especially with team members and relationships. Your work has had staying power because I find it makes the days a lot more gratifying. Thank you."

-JL, Applications Development Manager, Atlanta, GA

"Margaret - You are an amazing individual. Like many of us in this field, I was thrown into management midway into my technical career. At that time, unfortunately, coaching groups were not available for support. You are a true teacher in your approach. I have listened to your podcasts twice already. I wish I had heard it 3 years ago during my biggest and most trying project."

-MD, Technology Director, New York, NY

MARGARET MELONI

A PATH TO PEACE

Intake Form

Margaret, I would love to work with you! Please accept this intake form as my official indication of interest in knowing which **private coaching program** is best suited to me.

Please complete the intake form in full and write CLEARLY so we can read your answers. (Thanks!)

Once you have completed this application in full, please **FAX it to (562) 439-0854**. Also, please send an e-mail to info@margaretmeloni.com letting us know you've submitted your fax and to make sure we received it!

As your coach, it's important for me to get a sense of how you view the world and yourself in the world. The following questions are designed to help me get to know you better. The questions are intended to help make our work together productive and rich.

All information is completely confidential and will be held as such

Name _____

Company Name _____

Street Address _____

City/Town _____

Province/State _____

Postal/Zip Code _____

Country _____

Office Phone _____

Mobile Phone _____

FAX _____

E-mail _____

Website _____

MARGARET MELONI

A PATH TO PEACE

1. If you could wave a magic wand and change 3 things in your life right now, what would they be?

2. What do you want to specifically accomplish? Feel free to use extra sheets of paper if necessary.

3. Why do you think Margaret is the one to help you accomplish the item(s) you listed in number 2 above?

MARGARET MELONI

A PATH TO PEACE

Next Steps

What will happen next is this...

Margaret and I will review your intake form, and you will be contacted within 3 business days via phone and/or e-mail to discuss recommendations for next steps to take.

In the meantime, feel free to get in touch if I can answer any questions.

To your success,
Cathy Lamothe
Cathy@MargaretMeloni.com
Meloni Coaching Solutions, Inc.

Toll free: 866 639-0487
Monday-Thursday, 10am-4pm EST

P.S. Be sure to **FAX your completed intake form to 562-439-0854**

P.P.S. BEFORE you fax your application, please review it to be sure you haven't missed anything. We'll be looking closely at completed intake forms. Those that are partially completed may not receive a reply.