

The Coaching Process

Read and understand the following.

There are 3 basic elements to the coaching process:

- 1) Helping the client to discover and understand who they are,
- 2) Helping the client identify and clarify what they most want,
- 3) Helping the client to create and develop strategies for how they will achieve their goals.

What we've found that makes coaching so powerful is the "who" element. Goals (what) and strategies (how) are terrific, but unless they are integrated with the person (who), they will take longer to accomplish, probably not be what the person really wants and not cause the high levels of happiness and fulfillment that are possible.

The client and coach can start at any of the three portals (who, what or how), and can weave through all three of them, as needed, during the coaching process.



| FB081