

# Coach!

1	2	3	COACH!
DISCERN	EXPERIENCE	INQUIRE	TRAIN
<b>DETERMINE THEIR:</b> <ol style="list-style-type: none"> <li>1) Situation, what's pressing</li> <li>2) Willingness to resolve it</li> <li>3) Vision, priorities</li> <li>4) Strengths, abilities</li> <li>5) Current needs</li> </ol>	<b>DANCE WELL, BY:</b> <ol style="list-style-type: none"> <li>1) Listening, adding nothing</li> <li>2) Prompting to say more</li> <li>3) Validating, make right</li> <li>4) Stepping in their shoes</li> <li>5) Enjoying their company</li> </ol>	<b>ASK QUESTIONS, LIKE:</b> <ol style="list-style-type: none"> <li>1) Why is <b>this</b> important?</li> <li>2) What do you <b>really</b> want?</li> <li>3) How can I help?</li> <li>4) What should I ask of you?</li> <li>5) Are you willing to...</li> </ol>	<b>HELP THEM GROW:</b> <ol style="list-style-type: none"> <li>1) Share what you want for</li> <li>2) Deliver a strong message</li> <li>3) Identify distinctions</li> <li>4) Set boundaries/standards</li> <li>5) Make large requests</li> </ol>
<b>TIPS</b> <ul style="list-style-type: none"> <li>▶ See the positive</li> <li>▶ Needs can be handled</li> <li>▶ Needs are not optional</li> <li>▶ It's not <i>your</i> problem</li> </ul>	<b>TIPS</b> <ul style="list-style-type: none"> <li>▶ Shut up</li> <li>▶ Don't help or share</li> <li>▶ Give them room</li> <li>▶ Love them</li> </ul>	<b>TIPS</b> <ul style="list-style-type: none"> <li>▶ Ask "charge neutral"</li> <li>▶ Ask for the moon</li> <li>▶ Trust your inklings</li> <li>▶ Get a <i>real</i> answer</li> </ul>	<b>TIPS</b> <ul style="list-style-type: none"> <li>▶ Expect a lot</li> <li>▶ Have the Edge</li> <li>▶ Be a model</li> <li>▶ Be 100% constructive</li> </ul>

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