

The 9 Steps Of My Coaching Process

1. I COMMISERATE/AGREE

I RESPOND TO WHAT'S TRUE ABOUT WHAT THEY ARE SAYING OR EXPERIENCING.

2. I SHARE WHAT I AM SENSING

A KEY PART OF WHAT MY CLIENTS ARE PAYING FOR IS INTUITION AND INKLINGS.

3. I ASK THE OBVIOUS QUESTIONS

I WANT TO KNOW, AND I PRESS FOR WHAT'S TRUE.

4. THEN, I STEP BACK, SEE THE WHOLE PICTURE AND DISCOVER HOW THEIR SITUATION OR PROBLEM MAKES PERFECT SENSE

WITH ENOUGH CONTEXT AND UNDERSTANDING, IT ALL MAKES SENSE.

5. WE TALK ABOUT THE PERFECT END STATE OR RESULT THEY MOST WANT

THESE CAN INCLUDE FEELINGS, SITUATIONS, ENVIRONMENTS, AND OUTCOMES.

6. I SHARE WHAT I THINK IS GOING ON

I LABEL WHAT I SEE SO THAT THE CLIENT WILL HAVE A HANDLE TO USE.

7. I ASK WHAT THEY WANT OR NEED FROM ME RIGHT NOW

THIS CLARIFIES MY ROLE OR FOCUS AT THIS MOMENT.

8. I PRESENT, AND WE DISCUSS, SEVERAL STRATEGIES OR SOLUTIONS

FREQUENTLY, THESE ARE UNCONVENTIONAL. I DON'T DO HALLMARK CARDS.

9. I SENSE, AND SHARE, THE NEXT EVOLUTIONARY STEP

THIS, BY SHARING A DISTINCTION OR SUGGESTING A SHIFT TO MAKE.



Form courtesy of and copyrighted by Thomas Leonard, Thomas@thomasleonard.com, www.thomasleonard.com | FB487