

## About Coaching

### Why Does Coaching Work?

Coaching works because it brings consistent focus and action on your life goals. As your coach, I believe **you** have the answers and actions to successfully handle your challenges and dreams, and I'm trained to draw those answers out.

Specifically, this is what I do with you during our coaching sessions:

- **Listen.** I listen with all my focus on you. I listen to what you say, what you are trying to say, and what you're not saying.
- **Share.** After you have fully described your situation, I share with you my advice, ideas, comments, and perspectives on your situation, dilemma, or opportunity.
- **Endorse.** Anyone who's involved in something – building a new business, filling a satisfying practice, creating their art, raising their family, or designing their perfect job – needs an outside voice of endorsement, compassion, and acknowledgement from someone who knows what it takes to achieve.
- **Suggest.** I want a lot for you. I want you to be healthy, happy, successful, and passionately engaged in your life. I want you to be on a strong financial track. I want you to enjoy your family and friends. I want you to have a life that inspires others – and yourself! Part of my job is to be a few steps ahead of you, yet be with you. As such, I make requests and suggestions.

### How to Get the Most from Coaching

I want you to get as much benefit from our coaching as possible, so I've compiled this list of what previous clients have done to maximize the value of their coaching with me.

- Use the Prep form before each call to inform and focus us
- Come to the coaching session prepared with something you want
- Focus on what you **really** want in life, without settling for less
- Get to know yourself in a new light
- Double your level of willingness
- Raise your personal standards and strengthen your boundaries
- Enjoy each moment of your own journey
- Keep yourself well in between our calls

### How I Coach

Because each Professional Coach has his/her own coaching style, I thought that you might be interested in knowing how I coach, what I expect of my clients, and what my clients can expect of me.

- My clients are incredible people, and I feel blessed to work with each one
- I believe that each client has her/his own answers which we discover together
- My job is to create a safe space where you can explore and challenge yourself
- Honesty is one of my values, so I'll tell you the truth as I see it
- I will honor your decisions and actions
  
- I expect you to give me your best effort and be willing to try new ways of being
- I love to laugh and learn together, so we'll be doing lots of that
- My style is gentle and caring, yet I will ask the hard questions when necessary
- I will make requests of you to take action (you can accept, refuse, or negotiate)

- I expect you to give our relationship the time and trust it needs to develop
- I give specific advice, draw from my experience for examples, and offer choices
- When I hear something that sounds funny or out of whack, I'll ask you about it
- When something pops into my head or I physically react to something you say, I will share that inkling or response with you
- There may be times when I take a stand for you until you can stand for yourself
- I love to be a resource and support for you so use me in those ways
- Don't let yourself get into needing me or depending on me as a crutch
- I will hold you accountable to your goals and actions to the extent you ask me to
- I'll ask you to truly celebrate your wins and accomplishments
- I am here for you, and I want to hear it all

I coach mostly on the telephone. That's called telecoaching. We'll also use email and faxes to supplement the calls. You call me at a pre-scheduled time.

### **What to Talk About During the Coaching Session**

Our coaching time together is precious, so it helps to know what is best to talk about during your call.

- How you are
  1. Feeling about yourself – good and bad
  2. Looking at your life
  3. Feeling about others
- What has happened since the last call
  1. Insights
  2. New choices and decisions made
  3. Accomplishments and successes
  4. Personal news
- What you are working on
  1. Progress report on your projects and goals
  2. What you've done that you are proud of
  3. What you are coming up against
- How I can help
  1. Get you unstuck
  2. Identify obstacles you want to overcome
  3. Develop a strategy or plan of action
  4. Find clarity and focus
  5. Get perspective
- What is next
  1. Identify the next goal or step or project
  2. Plan to celebrate and acknowledge your wins
  3. Look at what you want next