

The Coaching Relationship: How Coaching Works

I have prepared the following material to help you understand how the Coaching relationship works.

Coaching is proven to work when there are two factors present:

- 1) You, as the client are willing to grow; and
- 2) There is space between where you are now and where you want to be.

That is all that is necessary for the Coach and the Client to solve problems, create a new life, turn a business around, and/or design and implement a plan of action.

With me as your Coach, you will:

Take BETTER and SMARTER actions because you set the goals you really want. Finding out exactly what you really want for yourself is our first task together. I'll help you distinguish between what you *should* want, from what you, in your heart of hearts, *really desire* for yourself. Once you create the ideal goal, you're much more likely to naturally and consistently take actions to reach it.

Reach for More, Much More:

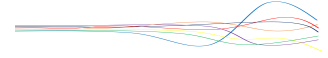
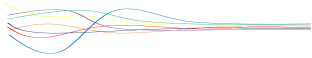
And not be consumed in the process. When anyone has a partner they trust, they will always reach for much more because they know they've got the support to do so. I am your partner—and I'm here to work with you in reaching your goals.

Make Better Decisions for Yourself:

Your focus will be clear. Every single client of mine is smart, but not always focused. I will help you become focused as you share ideas with me - someone who understands you, and is caring enough to want much for you, yet objective enough not to be biased or self-serving.

Have Sustainable Energy:

No more starting and stopping...or not starting at all! I help you define what fuels you and work toward creative solutions and strategies for bringing your energy up and keeping it there so you can reach your goals. When you're happy, productive, and free from "tolerations," lack of clarity, and that which drains you, you're going to feel better! Feeling better means doing better.



How I Coach Clients

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

I Expect Your Best

If you are hiring me, then you're probably ready to do and be your best. If you are having a challenge with doing your best, I will look at what is in the way and then help you to get back on to your path.

I Make Direct Requests

From time to time, I'll make a direct request like, "Will you accomplish X by the end of the month?" You may accept the request, counter-offer (say what you can do) or decline. Your choice is the right one for you at the time.

I Speak The Truth

I'll ask at times if it's okay to make specific suggestions on how to handle a problem or go for an opportunity. Honesty is one of my values--I am straightforward and expect the same from you. My suggestions are simply ways to brainstorm alternatives for you and, as always, are open for discussion. The ultimate decision is always yours to make.

I Will Challenge You But The Choice To Accept Is Always Yours

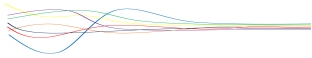
When I hear a different tone in your voice or notice something amiss, I'll ask you about it. Often, it is these small moments that offer the chance to gain some new awareness, insight, or learning that will serve you in your progress. That said, when I do push you out of your comfort zone, I do this with unconditional positive regard while keeping only your best interests at heart. If you are not ready to pick up a certain thread, just say so.

I Give Homework

Each session is an opportunity to gain new learning and insight. We then take that learning and insight and discuss how to integrate it into your life moving forward. This usually results in you taking some sort of "action" in between sessions. If it is too much, say so. If you want more, just ask.

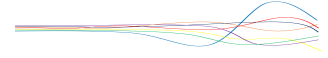
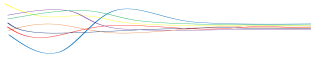
I Am Here to Hear It All

I want to hear it all. If you have a personal problem, are upset with something (even with regard to the coaching process or me), are just starting to realize something big, or want to share a breakthrough, please call or email me. I'll be in touch as soon as I can.



Tips for Getting The Most From Your Coaching Experience

- 1) Coaching works best when you have clear objectives (what I like to call Primary Focus Areas). We will work together during our Discovery Session to set your Primary Focus Areas and objectives for our time together. We can always redesign those PFAs at a later time, if necessary.
- 2) Get to know yourself ANEW. Working with a curious, intuitive, and empathic Coach is a healthy way to grow. Most clients hire a Coach to accomplish several specific objectives and, much of the time, the focus is on these goals. Yet, don't be surprised if you discover new parts of your "self" or find that you start adjusting your goals to fit **who you really are or want to be**. This discovery process is natural so you needn't rush it. Just realize it will likely happen - it's so exciting when it does!
- 3) Double your level of willingness. Part of working with me as your Coach is that I will ask a lot of you. I need you to be willing to experiment with fresh approaches and be open to redesigning the parts of your life that aren't working. By participating fully in the coaching process, you will more easily reach your goals and live an integrated and fulfilled personal and professional life. In addition, you will be encouraged to use the gifts you have and learn to enjoy your life as it was meant to be. Please be willing to:
 - *Tell the truth, *regardless*
 - *Change your behavior, *a lot*
 - *Experiment and try new things, *regularly*
 - *Redesign how you spend your time, *your way*
 - *Start treating people (including yourself!) *much, much better*
 - *Re-investigate decisions you've made, *without fear*
 - *Eradicate saboteurs, *especially when they hold you back*
- 4) Come to the coaching call/session prepared, having narrowed in on a topic for discussion. Sometimes those topics for discussion will be directly related to your Primary Focus Areas and sometimes they won't be. It's all good and welcome! We have a set amount of time together, and we want to maximize it. Sometimes it can help to have a written list of the things you want to share and discuss. This will help you get what you want from the session.



5) Keep yourself well between our sessions. Coaching requires energy: emotionally, intellectually, and physically. Given this, I want you to take extraordinary care of yourself while engaged with the coaching process. Only you know what this looks like, but I suggest you go much further than you ever have in this regard. Grace, patience, and compassion for self go a long way to achieving this end.

6) Return and report each time for our session. Each time we meet, it is important to return to the relationship/call and report how things went. This is not homework like in school. These are tasks, actions, results or changes that you are telling yourself (and me) that you will do your best to complete before our next session. You must apply yourself and use the homework to help you achieve your personal and professional goals. If you were unable to complete something, we'll discuss what happened, what needs to change for you to complete it, or why it's important for you to abandon that task or action plan at this time.

7.) Remember that coaching is a process, not an event. It takes time for lasting change to happen and take hold. Be patient with yourself! You will have “up” weeks and “down” weeks. That's all part of the process. I am here to walk beside you every step of the way. My job as the coach is to be with you as you go from where you currently are to where you want to be. We co-create this journey together as we go, and I am honored to be your partner.

8.) Coaching is not about giving advice or telling you what I think you should do. Coaching is a partnership of equals, and we work together in a thought-provoking and creative process to inspire you to maximize your personal and professional potential. This partnership is powerful—and often unlocks previously untapped sources of imagination, productivity, and leadership. We all have goals we want to reach, and we all experience challenges to overcome...and we can sometimes feel stuck and require assistance to keep moving forward. Partnering with me can help—defining or redefining what you want, changing your life, and setting you on a path to greater personal and professional fulfillment!

With that, let's get going! I'm thrilled to be working with you and being with you on this journey. Thank you!