Monthly G.R.O.W. Session

Session with: _____ Upline Coach: _____ Date: _____

A coach's responsibility is to support and assist people on their journey towards their desired destination. GROW sessions are intended to help clearly identify and set "S.M.A.R.T." GOALS, check and refine those goals based on current REALITY, open our minds to fun, fast, and focused OPTIONS to achieve the goals, and then agree and commit to a specific, new and exciting WAY FORWARD. Our intention is to help increase focus and decrease interferences.

NOTE: The questions in each section are guidelines to stimulate discussion and ideas, but not required or not necessary to use.

1. Discuss and identify GOALS for your business.

- *What is a SMART GOAL you have for your business in the next month? (Specific, Meaningful, Agree to, Realistic, Time phased)* • *What are the consequences if you do not reach this goal?*

2. Explore REALITY. Take stock of your current situation to see where you are starting from and gain a clear understanding of your Options to move forward.

- *Briefly what's been happening?*
- *What was the Goal we discussed last month?* • *What have you tried so far?*

- *What were the results?*
- *What is your sense of obstacles for you? … for others?* • *Is the goal still realistic?*

3. Develop OPTIONS. Generate a wide range of ideas that help you reach your goal.

- *What would move you towards your goal?*
- *If you were watching this conversation, what might you recommend?*
- *What else… is there anything else you would like to do?*

- *Would you like some suggestions from me?* • *Do any of these ideas interest you to explore further?* • *If you were to do this, how might you go about it?*

4. Commit to a WAY FORWARD. Select the most viable solution and plan of action within a realistic time frame.

- *Does this option interest you enough to take action?*
- *How will you go about it?*
- *What might get in the way?*

- *How might you overcome that?* • *What and when is the next step?*

The GROW model was developed by Alan Fine, John Whitmore, and Graham Alexander in the early 2000's.