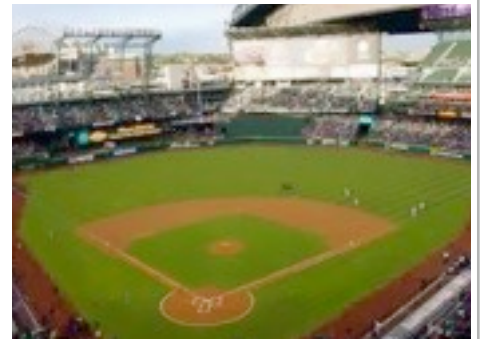


# COACHING AND FEEDBACK SKILLS THE COLOR OF MONEY



**Dan McGraw Consulting, LLC**  
Seattle, Washington  
206.790.1123  
[dan@danmcgraw.com](mailto:dan@danmcgraw.com)  
[www.danmcgraw.com](http://www.danmcgraw.com)

Called “a master facilitator” by his clients, he is skilled at building strong teams, developing innovative solutions, and insightful analysis. As a motivational speaker, he uses enthusiasm and humor to drive home key concepts and affect change in his audience. As a coach, he brings focus and results to leaders, managers, teams and organizations.



## The Workshop

Coaching is a set of skills that can to be mastered from everyday use in normal work situations. This workshop uses a unique way to visualize key learning points. Checklists, diagrams, and participant notes provide documentation and reference during the workshop. Participants will learn to see coaching opportunities with their players in common situations and will discover the differences between coaching and other forms of management. Offered as a full day or half day program.

## Objectives

1. See how coaching fits into the management skill set.
2. Learn an effective and easy to use Coaching Model.
3. Identify what to coach.
4. Create and execute a coaching plan.
5. Understand how to advance the player through the steps to success.
6. Unlock the keys to feedback.
7. Know how and when to use the coach's four pitches

## Highlights

- The Coach's Role
- Coaching Fundamentals
- The Blind Spot
- Intention vs Impact
- Feedback
- Awareness
- Acceptance
- Action
- IDEAL Coaching
- The Coach's Four Throws
- Coaching Role Plays