

# VALUES WORK

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# The Coaching Model: Getting Personal



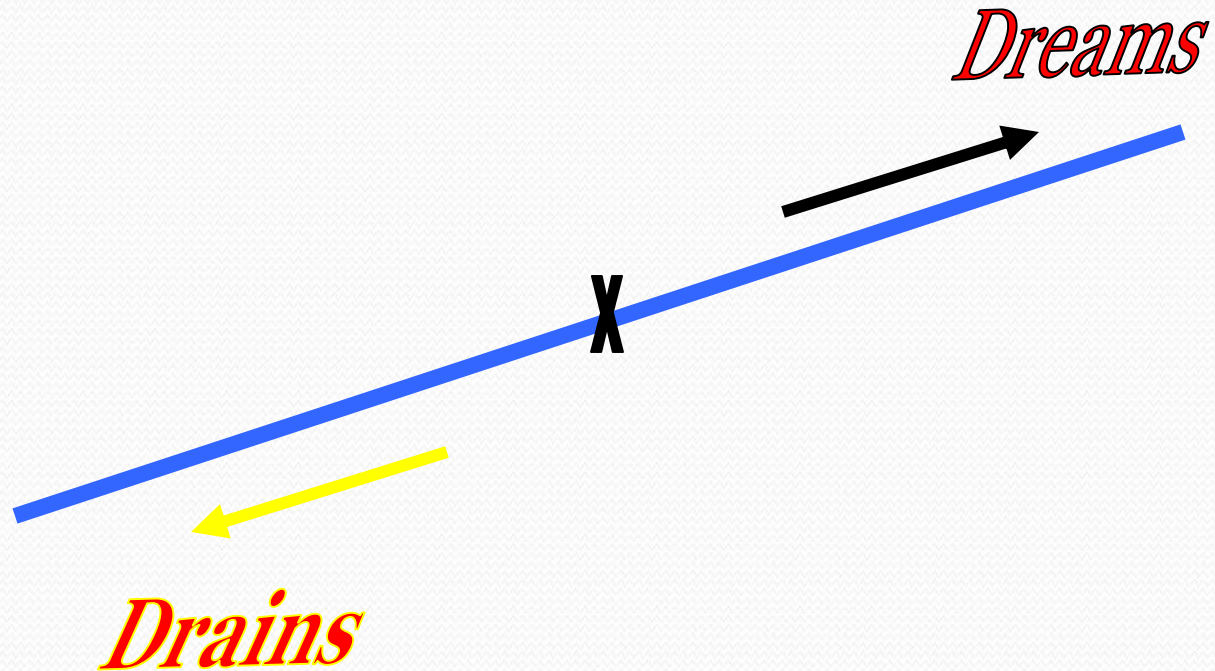
# The Model: How it Fits

- People fundamentally are a mix of Dreams and Drains
- Dreams pull people forward
- Drains pull people backwards





# The Model: A Review



# The link between values and fulfillment





# Uncovering values in coachees





# Exercise #1: Discovery work





# Exercise #2: Values Clarification

