

About Coaching

What Is Coaching?

Coaching is a designed, interactive partnership that exists to support you and your life dreams and goals. That sounds fancy, so let's try another way: Coaching occurs when two people choose to work together regularly toward one person's goals. It's simple, really.

If you come from a business perspective, think of coaching as a form of consulting. Like a consultant, a coach helps you and/or your organization to:

- Solve problems
- Design a plan of action
- Make decisions
- Reach goals

When a consultant might leave at this point, a coach “stays with” you to:

- Implement the plan of action, working through inevitable changes and obstacles
- Maintain a healthy balance between your personal and professional life
- Keep looking ahead to take advantage of opportunities which are just now formulating
- Bring out your personal best, keeping focused on **your** needs, values, and vision

As successful and accomplished as we are in life, we often don't have the energy, time, or support to actively pursue the life we would **really** love, one that expresses who we truly are and gives us joy every minute. We can sometimes visualize how we would like our lives to be better, and sometimes we just sense that there's more to life than we're getting.

As your coach, I work with you in an individualized way to identify what you want personally and professionally and provide a powerful channel for achieving that life you really want. Having the life you love starts with getting clarity around your values and personal purpose which will then enable more meaningful choices and actions, personally and professionally.

Your commitment to your life through our coaching partnership offers the possibility for more balance, joy, energy, intimacy, financial abundance, focus, and action in every area of life. There are many success stories of accomplished people achieving more in life than they thought possible just because they added a coach to their success team.



Wind Beneath Y our Wings

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
- Fill out the Recap form after each call to solidify your commitments
- 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



Wind Beneath Your Wings

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'm a book pusher, so look out!
- We will identify actions, steps, and thought work for you to do between calls

- 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. Most clients call me once per week at the same time each week. Calls last between 30 and 40 minutes. There is a different rate if you want longer or more frequent calls per week. Clients may meet with me, but most find the telephone to be efficient and practical since my clients live all around the world.



Wind Beneath Your Wings

Some coaching is done in groups rather than individually, and others have a combination of working with me once a month individually and others times in a group. We design a coaching relationship that works for you and your needs.

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



Wind Beneath Your Wings