

INTRODUCTIONS

DISCOVERY CALLS & INITIAL ENGAGEMENT

INITIAL ENGAGEMENT

WHAT TO COVER

INSTRUCTIONS: When you first engage with a client you are determining whether they are a good fit for coaching and whether coaching is the right approach for them. You may cover this below points in an initial call or in a discovery call.

- INTRODUCE YOURSELF
- WHAT BRINGS THEM TO COACHING?
- HAVE THEY SEEN A COACH BEFORE?
- THE COACHING APPROACH
- THE COACHING PROCESS & TIMEFRAME
- BENEFITS THEY CAN LOOK FORWARD TO
- FEES, PAYMENT OPTIONS, CONFIDENTIALITY
- WHAT ARE THEIR EXPECTATIONS?
- ARE THEY READY TO GET STARTED?
- BOOK THEM IN FOR AN INITIAL SESSION

INITIAL SESSION

WHAT TO COVER

- REVIEW PRE-WORK - MAY INCLUDE HEALTH INFO
- RECAP THE COACHING PROCESS- WHAT TO EXPECT
- WHAT'S THEIR BIG VISION AND LONG TERM GOAL
- WHAT DO THEY FEEL REALLY TO GET STARTED WITH
- MAIN LEARNINGS/ FEEDBACK ON COACHING