

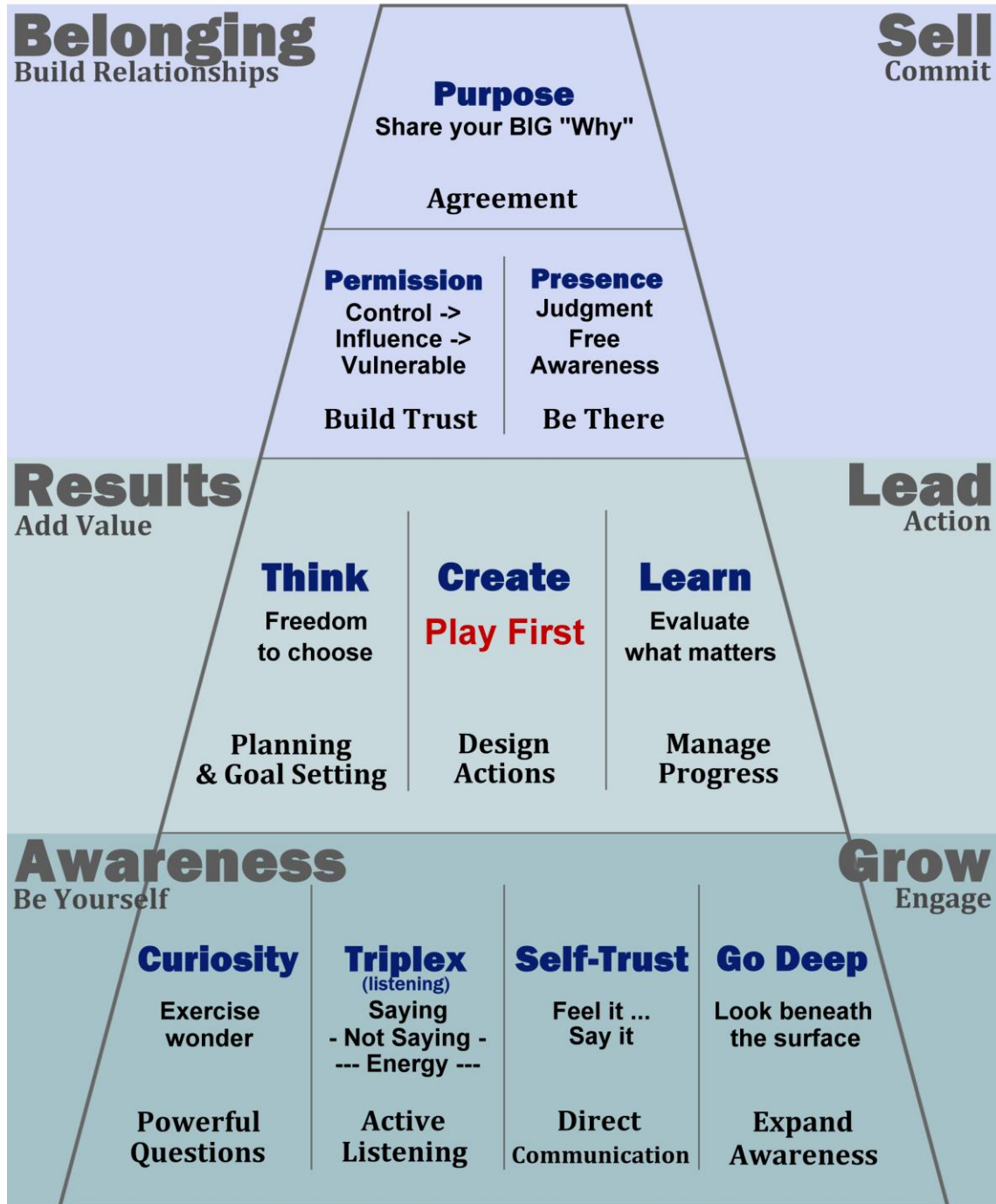
Mentor Coaching Playbook

Coaching Super Powers

The Coach Approach *Re-imagined* for Game Changers

Coaching Influence

Business Influence



Key: **Mastery** • **Coaching Super Power** • Coaching/Life Skill

Mentor Coaching Playbook

Conversation Guides

Use these outlines for your coaching conversations

Session 1 Coaching Outline – The Game + The Bigger Why

For a potential player OR to set up a focus with an existing player

1) WELCOME

Say: "Thanks so much for doing this with me. We are going to explore some coaching possibilities together. I can't wait to see what we discover." OK?

ASK: Do I have your permission to be your coach in this conversation? Are you ready to get started?

{wait for them to say, YES} "OK. Let's go."

2) The Game (the focus)

Say: If you looked at your life as a game...

Ask: What would you say YOUR big game is right now?

Listen

Ask: In playing this game, what are some activities that you would like to do better?

Listen and possibly tease out a few possibilities

Alternative questions...

Ask: Where would you like to get better results?

Ask: Where would you like to improve your skills in this game?

Ask: Where would you like to pursue mastery in this game?

3) Define Winning

Ask: What does winning look like for you in this game?

Possible follow up question...

> **Ask:** What would playing at an elite level look like?

4) The Bigger Why

Ask: What would it mean for your life if you played better and won this game on your own terms?
(AKA FIND the BIGGER WHY)

> *Examples: Financial Freedom; Self-Expression*

A few additional questions you can ask...

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Ask: *So if you did win this game the way you have described, what would that mean to you personally?*

Ask: *What is the real opportunity for you here?*

COACH! You have to choose if you want to coach this person for a month right here. Probably yes. But if you don't, SKIP to #6

5) Start your game design

Say: "The reason I am asking these deep questions here is to see if we have a good connection for coaching together. I think we do."

Ask: Would you like to sign on for a 1-month (pro-bono) coaching engagement?

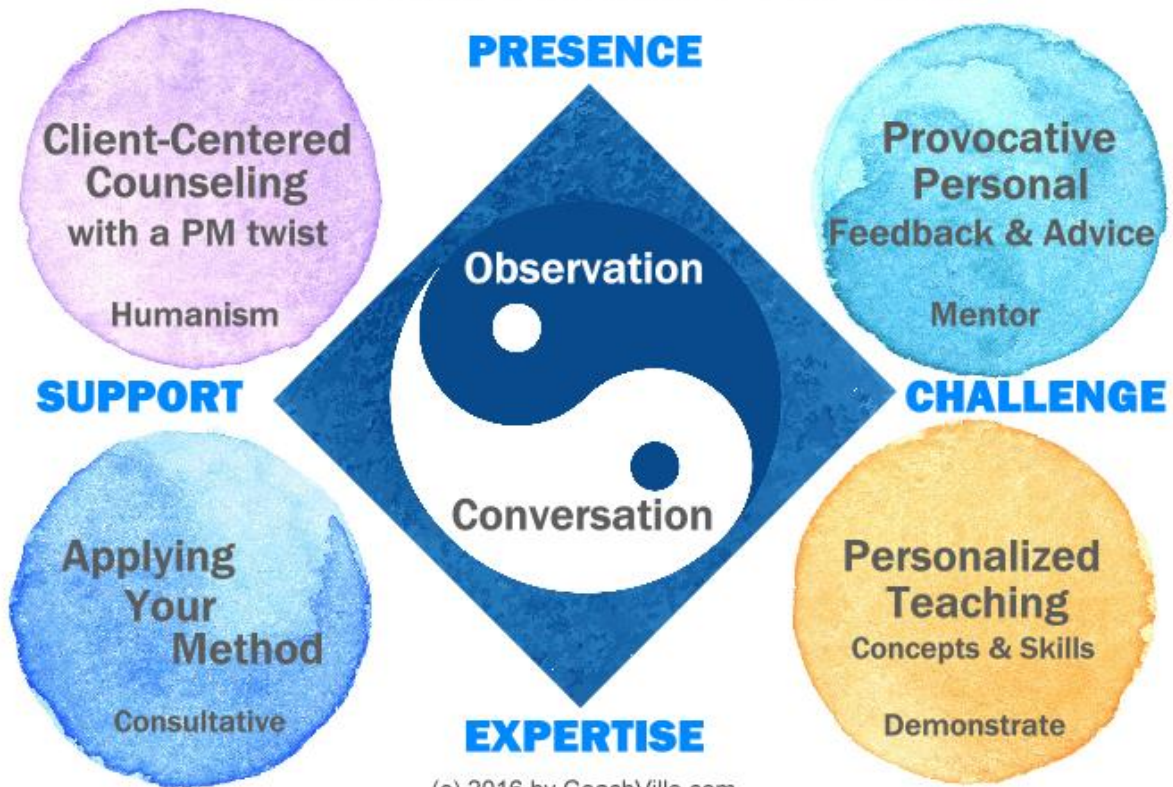
{wait for them to say, YES. If they say "no thanks", skip to #6}

Say: GREAT! Next time we talk we will get started. Between now and then think of a few things that you would love to focus on for our 1 month of coaching together.

6) Wrap Up

Say: "Thanks so much for this conversation. I have really enjoyed getting to know you better."

Coaching is... ALL of this



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