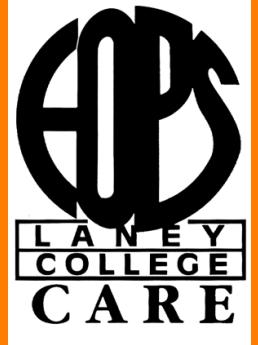


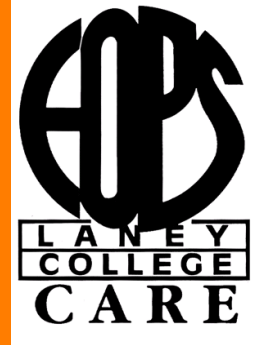


b2b Learning Community



Coaching as a Strategy

- What is coaching?
 - Assisting clients with identifying and reaching specific goals faster and with ease.
 - Providing client with the tools, perspective and structure to accomplish more through a process of accountability.
 - Reframing beliefs and creating a point of focus for clients to reflect upon.



Learning Community

Why are we integrating coaching?

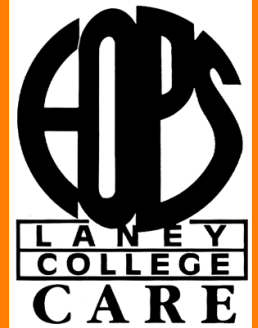
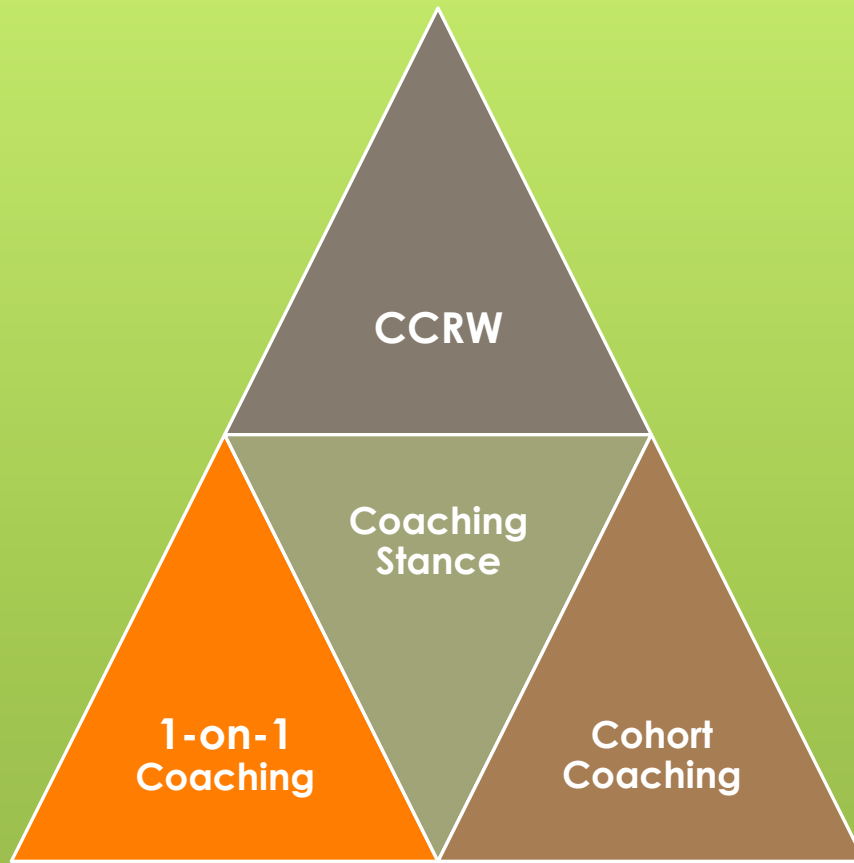
Shifting Thinking

Support	➡	Empowerment
Success in Program	➡	Success Beyond Program
Transactional Services	➡	Transformational Services

Stronger Outcomes

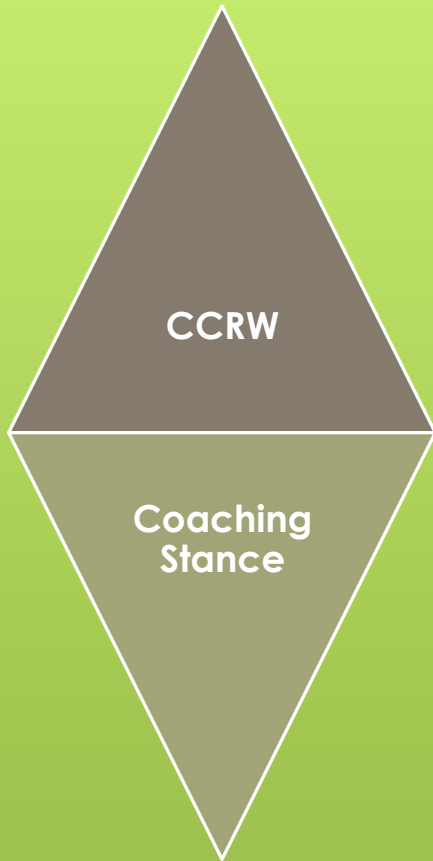
- Retention
- Skill Building
- Goal Setting
- Permanency
- Confidence

Coaching as a Strategy in b2b



Learning Community

Coaching as a Strategy in b2b



What happens to your approach when you see your clients as creative, connected, resourceful, and whole?

What is your deepest intention (desire) for the clients that you serve?

What is a metaphor or symbol that you can use to remember your deepest intention?



Learning Community

Coaching as a Strategy in b2b



Coaching Approach:

1. Listening on multiple levels
2. Asking good questions
 - Mostly: what and how
 - Rarely: when, and avoid - why
 - Open-Ended vs. Closed
3. Clarifying the issue
4. Drawing out a vision of success
5. Lifting up possibilities as they emerge
6. Making connections
7. Recognizing progress
8. Paying attention to accountability

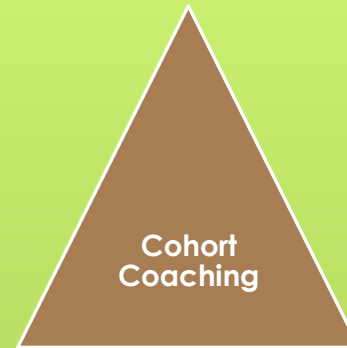


Learning Community

Let's Practice

10 Minutes

Coaching as a Strategy in b2b

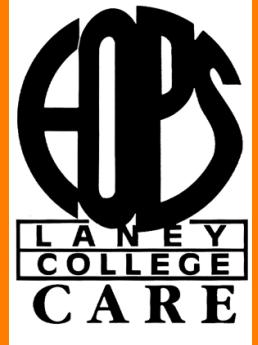
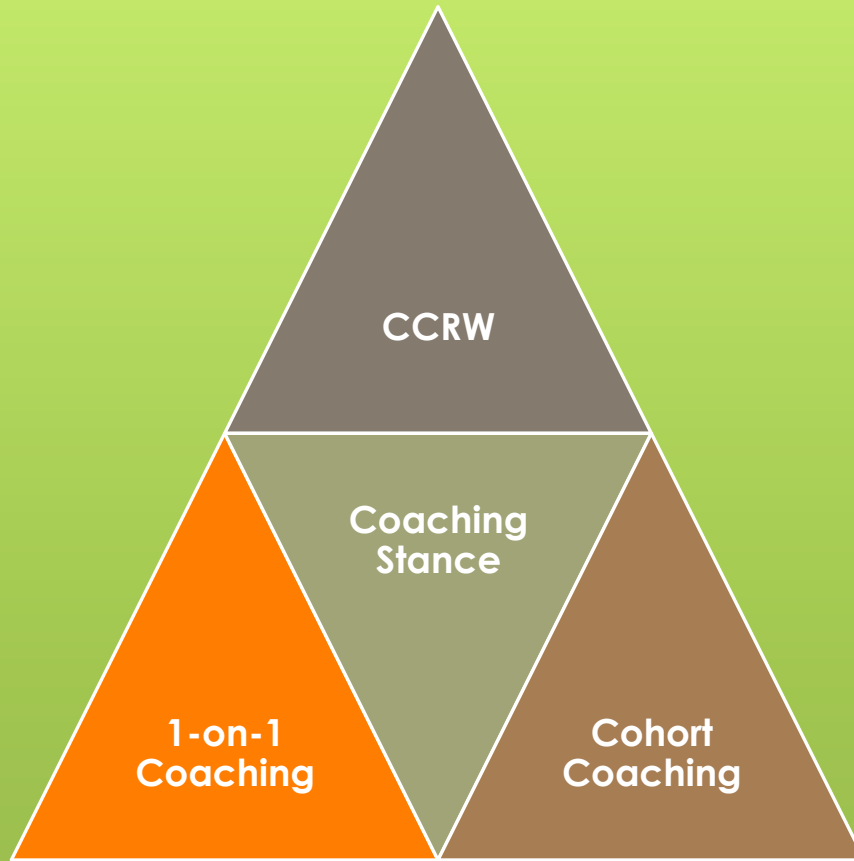


- Session #1: Team Building
- Session #2: Creating a Conscious Community
- Session #3: Balance
- Session #4: Shadows
- Session #5: Decision-making and Priorities
- Session #6: Relationships, Part 1
- Session #7: Relationships, Part 2
- Session #8: Accountable Communication
- Session #9: Celebration!



Learning Community

Coaching as a Strategy in b2b



Learning Community

Coaching as a Strategy in b2b



Coaching as a Strategy in b2b

Coaching Commitment:

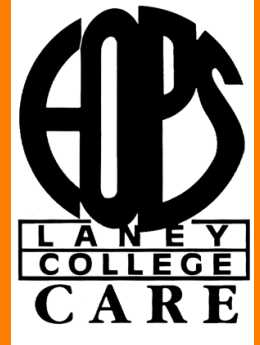
As a coach, I commit to bringing the following strengths/talents:

_____,
_____ and
_____,

as a way to support my clients.

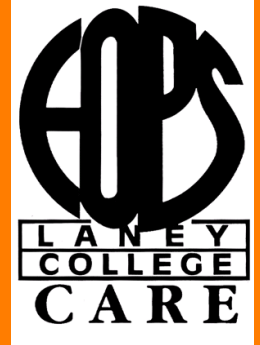
I will remind myself of this commitment by

_____.



Learning Community

Q & A



Learning Community