COACHING | LEADERSHIP | TRAINING | TOOLS | SKILLS

Nine great coaching tips

Proven, powerful, practical snips of enduring wisdom from nine of the best coaches in network marketing: Terri Levine, Brian Klemmer, Richard Brooke, Carol McCall, Tom Schreiter, Bob Proctor, John Milton Fogg, Teresa Romain and Sharon Wilson.

from the ebook **We All Need a COACH**

1572 words | 8 pages

Coaching tip #1

Be a blank canvas

by Terri Levine

The first thing you need to do is close off the conversations in your mind. I'll share with you the way I do this, and I do it very quickly.

> ***Before a client or player starts to speak, I close my eyes and I stop my self chatter, stop what is going on in my own head. I just say to myself, "Get present."***

Sometimes, with new coaches, I actually teach them what I call a "clearing the canvas" exercise. I take them through closing their eyes, relaxing their bodies, and then seeing a blank canvas. That way, I have them allowing the person they're coaching to paint on that canvas while they stand off to the side watching. When I close my eyes, that's what I do: I tune in with my heart, so I can watch my people fill in the canvas.

Coaching tip #2

Giving and getting feedback

by Brian Klemmer

I recommend that you phrase your feedback in terms of three things: what worked, what didn't work, and what's next. That will keep you moving in a forward direction.

Say you just did a coaching call. First, tell me what worked about it. People have a hard time seeing what worked. They worry about everything that DIDN'T work. So first, tell me what DID work.

Then tell me what didn't work. Some people will not look at what didn't work. There's no fairer way to gauge anything than by results.

> ***So tell me what worked; tell me what didn't work; and then ALWAYS, tell me WHAT'S NEXT. Where do we go from here?***

That will keep you moving in a forward direction.

Coaching tip #3

It's about interpretations

by Richard Brooke

I've often found that the purpose of the coach is to be able to show the lack of action. The action that goes in the wrong direction, the dysfunction, or the misguided interpretations. If you can show your players those in a way that they GET it, then they don't want to reproduce that. And I don't mean the result: I mean, they don't want to reproduce the path that got them to the result.

> ***It boils down to our interpreta-tions. They are what cause you and me to act. If we have the right***

interpretations, the right pictures in our minds about what we expect the outcomes to be, we act, and act powerfully.

Coaching tip #4

The standard of excellence

by Carol McCall

The intended result for every coaching session is always for the coach to hold the client or the player to his or her excellence. Not to the coach's standard of excellence, to the player's standard of excellence.

When you hold the player to his or her standard of excellence, that's the only role you need to play as coach.

So it's useful to ask, "What is your standard of excellence? What do you hold yourself up to?" and have the player tell you what his or her standard of excellence actually is. Then, that's what you hold them to.

You can even refer back later on and say, "You said that this is your standard of excellence, and I'm here to support you to live up to that, or to play up to that, or to swim to that, or to produce to that. These are your standards of excellence and that's why you hired me." That's the intended result of all coaching sessions.

Coaching tip #5

Need versus want

by Tom Schreiter

As far as telling people what they need to hear, versus what they want to hear, I have a lot o trouble with that.

When you tell people what they need to hear, often they don't hear it, and all you've done is aggravate them— which makes it more human. We can be brave and do it, and not worry whether people like us, but the bottom line is, are they going to hear it and get it?

> ***My strategy— which is probably not as effective as it should be— has always been to give them something they WILL hear, rather than giving them what they NEED to hear...***

...and then make tiny adjustments on the way instead of in one big massive step. Some people with a background in psychology who understand how people think could probably move them from one step to another very, very quickly. I don't have that skill, so I just deal with the skills I do have.

Coaching tip #6

The coach's way

by Bob Proctor

The biggest hurdle a person has to get over, if they're being coached, is to accept the fact that you've got to do it the coach's way.

> ***People want you to coach them their way. But I can't coach you your way.***

Your way is producing the results you're getting, the results you say you don't want any more. If I coach you your way, then I become your

assistant— and we both get the same results that you're now getting. I can only coach you my way; that's the only way I know....

Coaching tip #7

Coaching a team

by John Milton Fogg

You have to get everyone's arrows pointing in the same direction. Imagine diagramming your team. Picture it in terms of a compass. You have somebody whose arrow points north, somebody else's going northwest, somebody else's going southwest, somebody else's going west, east, southeast, everyone's arrows pointing in different directions. It looks like a star cluster or an amoeba.

Now— imagine all those arrows pointing IN THE SAME DIRECTION. Which one of those diagrams pictures an entity with real power? Which entity can move with velocity?

> ***Creating alignment is what makes a team work. No matter whether it's network marketing, a corporation, a small business or any level of sports team, to be an effective team, you need to create that alignment.***

What creates that alignment is shared values and a shared vision. A leader's or coach's job is to bring out that vision so that people can align with it— because once you have all those arrows going in the same direction, NOTHING can get in your way.

Coaching tip #8

Helping versus empowering

by Teresa Romain

For me, HELPING people implies that something's wrong with them, that they're not capable, that they need to be fixed. EMPOWERING people starts from seeing that they're already powerful. Sometimes it's just about having them get their power. Not that they need help, but that you get to bring forth that which is already within them.

I think that's how I coached kids. It was about learning the skills, but for me, it was always about having them feel good about themselves in the process. Again, empowering themselves: Be excited, have fun in the process. That was part of it for me.

Also, I have always been able to take something that I've learned and communicate or demonstrate or explain it in a way that's simple, that people can relate to it, that they can get. And I won't give up on people.

> ***Probably the most important quality of a coach, which I think all coaches have, is to love people deeply.***

I'm not afraid to let how much I care come out, how much I love them, how much I believe in them. My heart has to come out for me to be a powerful coach.

Coaching tip #9

Managing the energy

by Sharon Wilson

The core of my coaching now has evolved to helping a client to learn-- or in most cases UNLEARN-- how to manage the energy of their thoughts, feelings, words and actions, and how all four need to be aligned.

First the coach has to be managing her/his own energy. You can't BS that! SO, you have to do the "work" of managing and it is something you have to be committed to FOR LIFE.

At first, managing your energy can be a pain. But then you really get that you have CONTROL, that by managing your energy you have the KEY!

By learning how to "detangle the energy " for ourselves and assisting our clients in doing so, we can move towards shifting the vibrations from lower energies to more highly vibrating energies and also the overall energy frequency of what we are emitting. This then results in us not only taking the actions that feel best and will produce the most tangible results, but amazing synchronicities, chance meetings, etceteras, which all support our desires.

We All Need a COACH — Conversations With the Greatest Coaches in the World, features: Bob Proctor, Teresa Romain, Tom "big Al" Schreiter, Richard Brooke, Terri Levine, Brian Klemmer, Carol McCall and John Milton Fogg, is a 99-page ebook taken from special guest presentations in the $1500 Greatest Networker's Coaching program. The ebook comes with four special reports in PDF format, ranging from 12 to 19 pages each:

Listening! with Carol McCall.
What is Coaching? with Chris Majer
Changing Perceptions with Kurt Wright
Coaching From Spirit with Sharon Wilson

To learn more about **We All Need a COACH**, visit the website here: WeAllNeedaCoach.com. (Not ready yet. Coming soon.)