COLUMN | COACHING

8 Areas to Coach Your Leaders (*and be coached yourself!*)

Considering how complex our lives are it only makes sense that we might find ourselves oblivious to something that is obvious to those looking in from the outside.

by **Mary K Weinhagen**

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If you're really committed to personal excellence and growth, hiring a coach is something to seriously consider.

If you're really committed to excellence and growth in your network marketing business becoming a coach is something to seriously consider.

Keep in mind... the best coaches, have coaches!

Since you're reading this column I'm going to assume you are the proud owner of your own network marketing business. And to be successful you want a successful team. To improve the odds of that occurring you might want to consider coaching your downline in the eight areas listed below. Depending on the need of each person at any given time you may find yourself almost exclusively coaching in only one or two areas. That's perfectly appropriate. And yet you want to remember that a successful life calls for the 'right' balance in each area. What that balance entails is different for each person... yet all eight deserve some of our attention some of the time.

Here they are:

Business

This area will find you addressing sponsoring, product knowledge, profitability, duplication, creating momentum, leverage, business plan, strategy and the basics of networking. This is bound to be a key area with members of your downline.

Communication and Language Skills
In this area you will be modeling as part of your coaching. It supports us and others to be direct, to set boundaries, to tell the truth, to empower others, to be unconditionally constructive and to be bold.

One of the most valuable skills to hone in the area of communication and language skills is the ability to listen. You need to be a powerful listener.

A few other things to keep in mind in this area is to always underpromise, endorse others, be light, simple and brief... and learn to ask powerful, open-ended questions.

Health and Vitality
Issues to address in this area are eating well, exercising, and taking supplements. Get moving, drink water, sleep well, do what you love and what energizes you. Encourage your partners to do the same.

Money
Issues in this area that you may need to be coached on, or to coach others about include creating a new relationship with money... getting out of debt, becoming profitable, working with a budget, developing a solid financial track and setting up a long term financial plan.

Personal Growth and Spirituality
You need to learn to understand self, discover your gifts, clarify your purpose, feel connected to life/something greater, trust the process, see all as perfect, and learn to see the perfection in others.

Though we know we are unlikely to achieve the ideal, it doesn't mean we don't thrive better by reaching for it. So practicing unconditional love will serve to evolve self, and develop strengths and we can do this by connecting, being authentic and having a vision.

Quality of Life
At the risk of sounding like a flight attendant let me remind you... put self first! To improve your quality of life might ask you to step up to some extreme self care, and allowing more fun time. Do what you love, learn how to effectively get your needs met, set appropriate priorities, stop tolerating, and create powerful community.

Some of the keys to a great quality of life are, simplify and enjoy more, have more balance, get passionate, and enjoy relationships.

Relationships
The issues in this area that might benefit from coaching are, creating love and support, developing intimacy, falling in love with your spouse, deepening friendships, developing powerful community, healing the past, strengthening the family, touching others deeply and attracting wonderful people.

Simplify Yourself and Your Life
Here are some things to consider: dump the shoulds, eliminate excesses, get lean and powerful, have only what counts, create space, enjoy all, focus and strength, be clear on what is important, set up systems and have a lot of free time.

Considering how complex our lives are it only makes sense that we might find ourselves oblivious to something that is obvious to those looking in from the outside.

> **A good coach brings a powerful perspective that brings in an often needed dose of objectivity... along with a real commitment to our personal excellence.**

Find that coach.

Be that coach.

Here's to your success!

--Mary K

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EXPECT MIRACLES!

-If you're able to be yourself, then you have no competition-

The best thing about network marketing for me is that it asks... even encourages... me to seek out people who are willing to explore and share their dreams and vision. It gives me reason to invite people to share— from their heart— early in our relationship.

I love this because sharing dreams and clarifying vision puts us together in an energy that feels so good— so alive. It opens us up to take inspired action, which consistently results in greater and greater levels of success. What a joy sharing this kind of ride with others!
— Mary K.

"What I admire most about Mary K. is that she literally and figuratively incarnates one of my most treasured quotes: Dag Hammerskjöld's "To all that has been— Thanks. To all that will be— Yes!" She speaks about the joy of sharing this 'ride' with others. Mary K. IS the joy— to know and to work with."
— JMF

In addition to editing the articles for TheNetworkMarketingMagazine.com, one of the projects Mary K is involved in is contributing to raising vibrations through her blog, Downstream Parenting, *meeting your child in the vortex.* You can learn more about Mary K at http://mkweinhagen.com