

THE COACH APPROACH

Reality
Relevance
Results



COACHING FOR PERFORMANCE

Developing a coaching culture... one conversation at a time

Why this program?

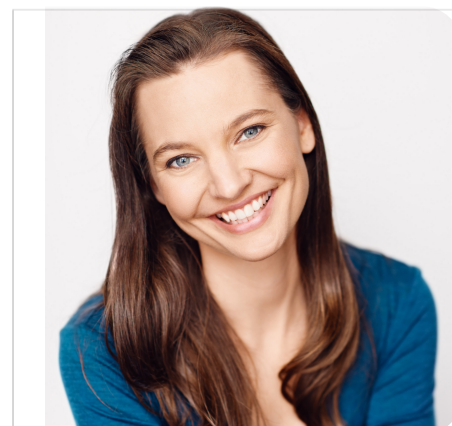
Coaching conversations increase engagement, reduce turnover and support people to develop their full potential. Yet coaching conversations are rare. Why? Because everyone is busy, everyone needs a quality outcome and most of the time it is simply easier to do it yourself... or so it seems.

Our desire to deliver, stops us developing others.

Leaders want their people to step up, take more accountability and responsibility, think for themselves and demonstrate leadership potential, yet for people to step into their own leadership, we must learn to step back. When leaders struggle to let go, their people struggle to step up.

To develop potential in others we need to move from telling to asking, from control to co-creation, from compliance to engagement. That's where The Coach Approach can help.

What if every conversation bought you more time, better results and better engagement ... exponentially?



Anneli Blundell
People Whisperer

Anneli brings to her clients a recognised expertise in the field of below conscious communication and motivation.

Fuelled by her passion for the study of interpersonal dynamics and communication mastery, Anneli works with her clients to decode the dynamics that make or break performance.

WHO SHOULD ATTEND?

- Mid level - Senior level leaders/managers
- Leaders who need to nurture the next in line
- Leaders who need to delegate more

PROGRAM DETAILS

- Coach approach workshop
- Coaching circles
- A participant workbook
- Additional resources - access to videos, articles,

NEXT STEPS

- Contact us to discuss how this program can support your organisation today
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AnneliBlundell
people whisperer

What's involved?

Building a coach approach is a simple formula. It's about understanding how and when to coach as much as it is about what prevents us coaching more often.

The key to success however, is embedding the coach approach as a habit. Breaking old paradigms, forming new rituals, being dedicated to others' development, takes practice.

Supporting workshops with coaching circles helps embed the learning and closes the knowing-doing gap in real time.

Some of the elements covered include:

Role:

- When to coach, when not to coach and why

Routines:

- How to break out of old patterns and embed a focus on asking over telling
- Using a simple coaching model

Relationships:

- Understanding the neuroscience of trust and rapport, and how they underpin coaching conversations

Real-time practice:

- Multiple live coaching opportunities to fast track learning

Performance Development Ladder



"You cannot teach a man anything; you can only help him to discover it in himself." Galileo