



Welcome To Your New Approach
To Coaching Clients!

Advanced Coaching Skills

Are You Ready For a Big Change In Your Impact On Others?

Advanced Coaching

When You Learn the Language of the Coach You Become One!

Once you develop your Advanced skills, clients relate with you very differently. They see you as the Coach they cannot do without, one who is fully committed to their best interest being served.

When you become an Coach, Coaching becomes more efficient, effective and empowering to both client and agent. Coaching becomes more enjoyable and much easier, so you naturally do better.

Modes of Influence

We first must learn which of the following modes of influence are we using.

Inductive Mode – Threaten some consequence that will result if an action is not taken.

Deductive Mode – Teaching people what they need to know in order to take an action.

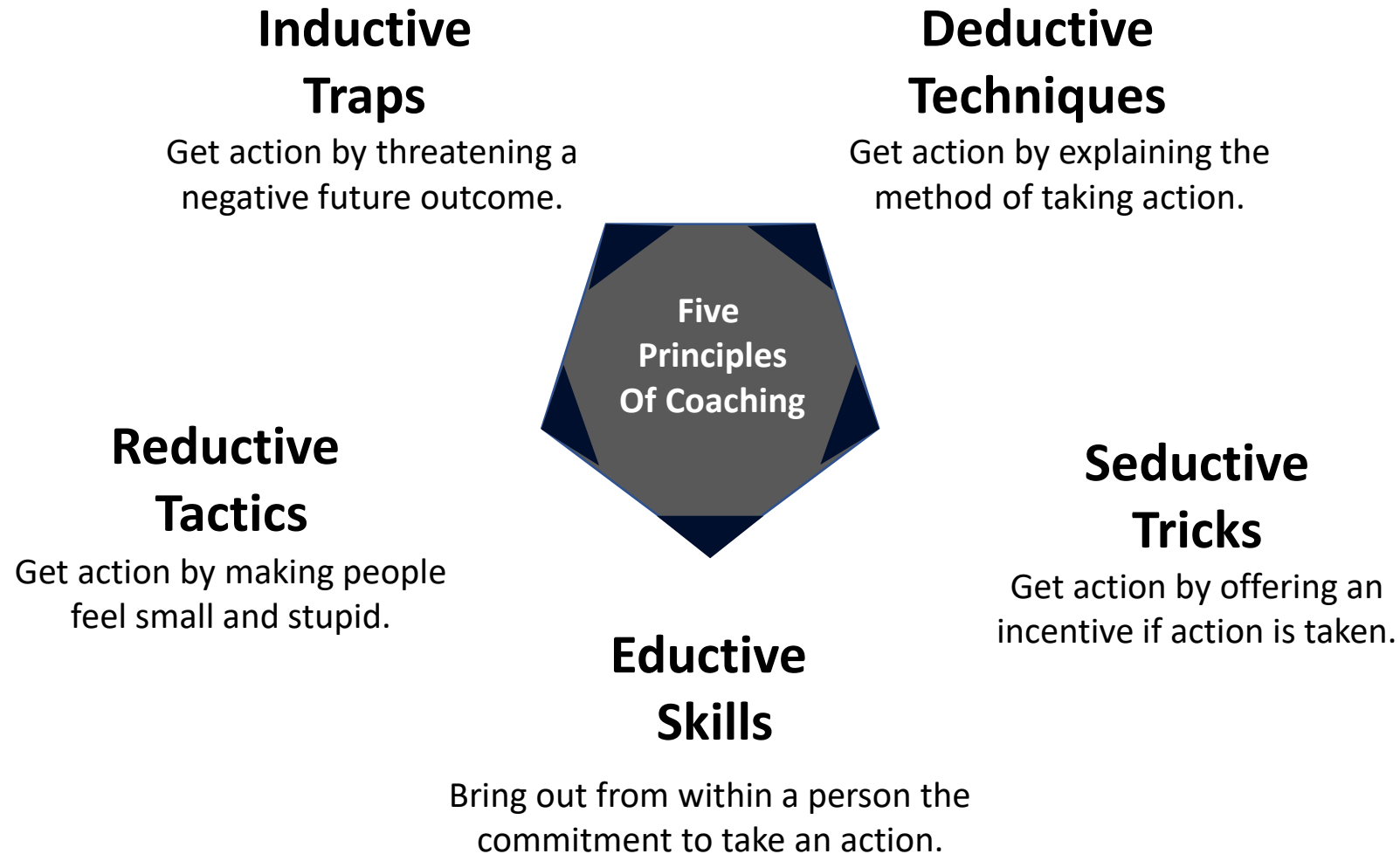
Reductive Mode – Making people feel small or embarrassing them into taking an action.

Seductive Mode – Bribing people with some incentive for taking an action.

Eductive Mode – Bringing out the best from within the person the commitment to take an action.

The initial four modes work from the outside in in an attempt to make a person better. The Eductive Mode works from the inside out so a person becomes more true to themselves. We call this Coaching.

Five Modes of Influence



Why Advanced Coaching Works?

An Advanced relationship with clients is based on these Five Core Commitments.

1. Be Authentically Committed to Serving a Client's Best Interest
2. Be Genuinely Interested In Clients and Their Needs
3. Be Completely Open to Whatever Outcome Will Best Serve the Client
4. Be Fearless in Communications with Clients in the Face of the Risks
5. Be Unstoppable in the Intention to Serve the Client

Five Principles of Coaching


Five essential principles underlying my coaching.

Authentic Commitment

Authentic Commitment means no pretense.

Genuine Interest

Genuine Interest means find out everything.



Five
Principles
Of Coaching

Complete Openness

Complete Openness means not limiting the outcome

Fearless

Communication

Fearless Communication means risking a relationship to get one.

Unstoppable Intention

Unstoppable Intention means stopping at nothing to ensure the intended results are produced.

How Coaching Works?

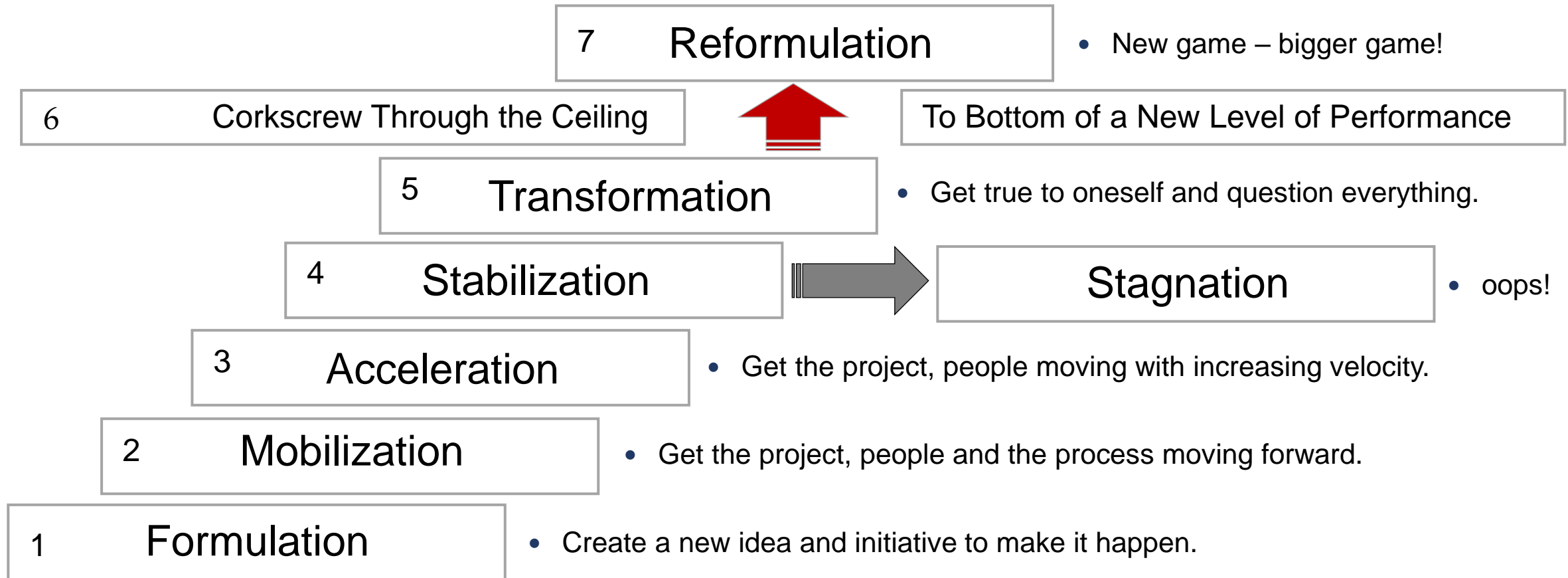
Our coaching process moves through these seven levels.

1. Formulate a Game Worth Playing and Winning
2. Mobilize Your Efforts and Those Of Others Toward That End
3. Accelerate Momentum and Milestones Get Accomplished
4. Stabilize the Efforts So Momentum Is Maintained
5. Transform Which Means Question Everything
6. Breakthrough the Limits of Your Current Performance
7. Reformulate Your Game Once at the Bottom of a New Level

Seven Levels of Transformation

There are seven choices stages every project must pass through again and again.

Following the path to continuous improvement.



How Advanced Coaching Works?

An Advanced Coaching Process is built with these Five Modules.

1. Building Partnerships With Clients
2. Launching Client Projects
3. Managing Client Accountability
4. Creating Client Breakthroughs
5. Completing Client Projects

Five Modules of Language Skills

Each module has three language skill practices.



What Advanced Coaching Produces?

The application of Advanced Coaching skills produces these Five Core Benefits.

1. Efficiency: Get More Done In Less Time With Greater Ease
2. Effectiveness: Produce Client Results With Greater Certainty
3. Empowerment: Build Stronger Enduring Client Relationships
4. Enjoyment: Make a Lot More Money by Having a Lot More Fun
5. Ease: Become a Magnet for Clients Who Bring Others as Well

Agents Connect Better With Clients

Advanced Coaching is a system of practices designed to bring out the natural Coaching skills within everyone. With these practices, coaches create a deeper connection with their clients. This is because they understand their clients' real needs and can therefore guide clients in making the right choices to achieve, or even exceed, their objectives.

Clients See Agents As an Asset

The Advanced Coaching practices assist coaches in making the shift from self-interest and looking good to client-interest and doing good. This requires being genuinely interested and authentically committed to serving the client's best interest. This means fearlessly communicating regardless of risk and being unstoppable in their intention to serve the client. Coaches who live by these commitments know that they win when their clients win.

Agents Follow a Natural Path To Results

The Advanced Coaching practices follow the natural path to results and allow agents to minimize any reliance on traditional Coaching tactics, tricks and traps. These only undermine the natural connection between agent and client. Coaches who know the practices will see them unfolding in their client conversations. Coaches who practice the practices, will bring out the natural skills that they already have within them.

Agents Learn True Purpose Of Coaching

Coaches who use the practices over time, will alter who they are being. This means that they naturally become the better person they were always meant to be and this becomes a source of great reward, recognition and fulfillment. These coaches know that they are doing good work with their clients by following the path revealed to them by the practices. In this way, they turn away from any cheap trick coaching is sometimes perceived to be into the sacred act that it is meant to be.

Agent's Good Work Makes More Money

The ultimate question is why do we coach, to whom are we coaching and what are we coaching them to accomplish? We are natural-born coaches. Knowing that you are doing good work makes work a lot more fulfilling. When work is more fulfilling, we can't wait to do more of it, we are better at what we do and our results continue to grow. You become a magnet for clients who work with you for years and send others to do the same.

Coaching Becomes a Lot More Fun For Everyone

Coaching does not have to be difficult grind it has become for some coaches Using the Advanced Coaching practices, you will become naturally more efficient, effective and empowered in your relationships with clients. This makes Coaching more enjoyable and much easier everyday.



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