



Preparing for Coaching

Read and understand the following.

Introduction

You may come to your first coaching call without preparing, if you wish. Coaching can be equally effective with or without preparation, but many clients enjoy getting ready for coaching, so I encourage you to prepare if you would like to. The steps and suggestions here should help. Please feel free to e-mail me whatever you prepare so I that can come to quickly understand you and what you most want, both out of life and out of our coaching together.

Write down a list of at least 20 things you are tolerating.

Most clients want to get busy on their goals right away, but I often recommend they first start (or concurrently work on) what they are putting up with. In my experience, it is hard to create new stuff when you are being drained by stuff (i.e., tolerations).

Make a list of the five outcomes you want to enjoy within the next 90 days.

What do you most want to have happen in your personal and professional life within 90 days? What is going to make the biggest difference to you? What would make your coaching worthwhile? Please be as specific and measurable as possible, and please select outcomes that are doable and that do not depend on others to occur.

Identify one or more of the 100-point checklists to focus on.

Most clients like working on one or more of the Client Programs, such as Clean Sweep, Personal Foundation, Attraction, or New Business Start-Up. Some of these programs will strengthen you and your life (Personal Foundation); others will guide and direct you (New Business Checklist); others will train you (Communication Skills). Pick one or several of these Client Programs—they will provide a focus and support structure between your coaching sessions. Then take the test(s) and let me know your current score(s).



Write down three fundamental changes you need to make in order to become more successful.

You probably already know these, and it is good to articulate them. Please share them with me.

Ask your friends and family what they feel you could or should work on with your coach.

I ask that you do this for two reasons. First, your family and friends know you and have an objective perspective on you, so it's very valuable to know what they think about your work and life. Second, I find it to be extremely helpful to tell people you have a coach and are being coached. Some clients want to keep this a secret (and I can understand why), but I have found that clients progress faster when they share with others what they are working on, changing, improving, and creating, and this includes having a coach. Sharing creates synergy and support. Secrets keep the energy restricted.