

Coaching relationships vary in scope and scale. Some clients will realize significant value after only one or two conversations. Others may choose to embark on a more extended coaching relationship that can span weeks or months. Coaching sessions can be conducted in person or over the phone. Even short conversations can result in greater clarity and generate action items to allow the client to move forward with greater confidence and focus. Following is a list of potential 'areas of focus' that may help you define how to gain the greatest value from your coaching sessions.

Relationships: the relationship between the people in your organization is the glue that holds the company together and allows it to operate at its maximum capacity. A coach can help a business leader really get to know their people, their needs and what motivates them.

Emotional Intelligence: handling situations with compassion through self-awareness and self-discipline is a valuable skill in the workplace. The best leaders often score high in emotional intelligence.

Feedback: through the use of active listening and inquiry, a coach can provide assessments on a leader's performance, behaviors and possible blind spots. Effective feedback enables the leader to increase performance through greater focus and renewed clarity.

Listening: an effective coach will be a great listener. Effective dialogue is an indispensable tool to help sort through issues and decisions. A process of collaboration and inquiry will lead to insights and opportunity for actions that may not have previously been apparent.

Stretch and Risk: an effective coach will help a business leader push themselves outside of their comfort zone and consider possibilities that may have previously seemed out of reach.

Commitment: Being a business leader is not who you are in life. It is only one aspect of a full life of friends, family and interests. Your coach can help you identify how to maintain harmony in all of these areas.

Personal Power: Discover where your personal power comes from.

Passion: Our passion is our gift what we make available in the world, our purpose. We may think our passion is those things we love to do. Or perhaps those things are an expression of our passion? Discover your passion and identify the legacy you want to leave behind.

Strategic Design: Clarify your vision, purpose and mission. Learn how your core values influence your goals. Build a strategy and implement a plan to achieve your personal and corporate vision.