“THAT’S NOT COACHING!”

...a story that started over drinks
Just who are these guys?

Chris Li

Brock Argue
Stick around after if you have questions or want to connect!
Why we wrote this talk...
Coaching Stance
Coaching Card Sort

M | C | C

1 | 1 | 1 | 1 – Focus of the conversation
2 | 2 | 2 | 2 – Outcomes from the conversation
3 | 3 | 3 | 3 – Receiver in the conversation
4 | 4 | 4 | 4 – Helper’s role in the conversation
5 | 5 | 5 | 5 – Relationship of helper & receiver
6 | 6 | 6 | 6 – Spirit of the conversation
Wait a second...

You may have thought, “Isn’t all of this about solving a problem for someone else?”

But that’s not coaching!!
Hold on…

You may have seen a coach provide their opinions by saying:

“What you should do is….”

But that’s not coaching!!
Share your “Light Bulbs” with those at your table!
Coaching

Partnering with others in a thought-provoking and creative process that inspires them to maximize their personal and professional potential
An explicit Coaching Agreement makes the engagement ‘real’!
Elements of a Coaching Agreement

What coaching IS and what it is NOT

Duration of the relationship / session length

Location and communication methods

Responsibilities of the coachee and the coach

Identifying the objectives and needs of the coachee

What IS and what is NOT included (emails / calls)

Fees and payment policies
Let me introduce you to someone...

<table>
<thead>
<tr>
<th>Picture &amp; Name</th>
<th>Details</th>
<th>Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Carol</td>
<td>27-year-old consultant who works at a small startup company. Has a college degree but little delivery experience. Very technical savvy and enjoys collaborating with others.</td>
<td>Looking for a coach to help her grow personally and professionally. Wants to learn more about what career paths she should consider. Interested in what certifications she should focus on.</td>
</tr>
</tbody>
</table>
Your approach to what coaching IS and what IT IS NOT.
Share Part 1 with a partner! - 2 Minutes
Your approach to the duration of the relationship and session length.
Share Part 2 with a partner! - 2 Minutes
Your approach to the location of the coaching and communication methods.
Share Part 3 with a partner! - 2 Minutes
Your approach to the responsibilities of both the coach as well as the coachee.
Share Part 4 with a partner! - 2 Minutes
Your approach to the objectives and needs of the coachee.

Your approach to what is and is not included in the engagement.

Your approach to fees and payment for the engagement.

Work on these during the conference!
Shout-outs and thanks!
The “Path to CSP” leads to Coaching
Classroom and Coaching options!

Washington D.C. - “Racing School” A-CSM / CSP-SM package deal:
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