

Sample Session Format

By Marlena DeCarion

Attitude:

What's your perspective going in? Who are you being?

-I need you as a client

-I am desperate

OR

-This is a gift I am offering!

-I am offering Value

-I love coaching and I want to practice as much as possible

-I have 15-20 minutes to really SEE this person, Acknowledge and Champion them. I have a short amount of time to help them shift and feel the power of what coaching is.

Small talk to connect, create some comfort

Set up: (10 minutes)

We will talk a bit, coach a bit and then leave time for Q & A. I will then tell you my format and my fees.

You can decide at the end of the session or take time to think about it

Coaching - have they had it previously? What worked? What didn't?

Coaching is:

-taking someone from where they are to where they want to be

-forwarding the action, deepening the learning

-closing the gap between you and who you want to be

-helping someone live their full potential

-tapping their inner resources

Design Alliance

-Confidentiality

-Intruding

-Requests, Challenges – yes, no , counteroffer

-Homework

-Accountability

-Do I have permission to coach you like I do my other clients?

Hold Two Objectives:

1. Find out if we are a match
2. Client leaves with something powerful today, leaves with value

Coaching: (15-20 minutes)

Wheel of Life

- What do you notice about your wheel?
- What area would you like to focus on first?
- What number do you want it to be?
- This is your wheel now. Where would you like it 6-9 months from now?

A Topic they bring:

- What do you want?
- What's important about this?
- Look for Values

ACKNOWLEDGE and CHAMPION

Debrief: (5-10 minutes)

- What is different now after being coached?
- What value have you gotten?
- What is possible in your life if you continued with coaching?
- What else do you need to know to make your decision?

Format and Fees:

- How often, how long
- Discovery Session
- Email
- Fees: Does that meet your budget?

When and how will you let me know?