

## Teleclass 1: Compelling Sample/Chemistry Sessions

On the call, I will answer any questions that you have on the two models below and then we will do some mini role plays so that you can practice components of the sample/chemistry session.

Please read the notes and familiarise yourself with the basic structure of both models so you can get the most value from the teleclass. Thank you.

Please bear in mind that there are many ways to organise and hold sample/chemistry sessions. These are just a couple of models for you to reflect on and try out.

### Model 1.

**This model works well with personal clients and organisational clients. It gives them a strong experience of coaching with you and gives you the chance to see how your client responds to coaching.**

#### A. Before the chemistry session

1. Send an email confirmation of the session with instructions and questions for the client to answer to prepare themselves. When you do this the client is more invested in the call and the client's levels of self-awareness are raised so they are likely to get more value from the call and want to work with you. (See attached document ICA\_Sample)
2. When you receive the completed preparation back from your client, go through the document and look for their values and goals and get a sense of your client.

#### B. The session itself - 45-60 minutes, of which 20 minutes is actual coaching.

Welcome them and go through the agenda for the call:

- a. **What is coaching?** What is the process of coaching like? What can I expect in terms of results? The type of people you work with and how long you work with them for Etc. (10 mins) Reason for this: helps you establish credibility and trust

#### b. Coaching Section

##### i. Designed Alliance

‘We’re now going to move to the coaching part of the call, when coaching you today I’m not looking to get a specific result with you today, I’m looking for us to check our chemistry and see to what extent we want to work together. We’ll feedback to each other after the coaching and decide next steps at that stage.’

“I’ve read your form and can see that in order to be the best coach for you, you want me to: xxx, could you tell me a bit more about that or if there is anything else that you want from me .” (5 mins)

- ii. **Clarify topic.** “You put x on your form. What do you want to walk away with from the next 20 minutes? What is at the heart of that? Etc. etc. Make sure you are coaching the source not the symptom. (5 mins)

- iii. **Coach** (15 mins) - Do **not** go over your allotted time! Dance in the moment and coach full out using fulfilment, balance or process or

blend of them. If doing fulfilment coaching you can use the values that you highlighted on their preparation form. Towards the end of the coaching you can ask them - "What are you taking away from the coaching?"

- c. **Feedback** - You're the gatekeeper of your own business. It is just as important for you to evaluate the client as it is for them to evaluate you.

People want to be claimed – if it feels right, say so. Be authentic, and be honest ("I don't get the feeling that I'm the right coach for you and I can help you find someone who will be" or "I would love to work with you" or whatever your version of that is.)

If you are both clear that you want to work with each other discuss fees and number of sessions per month. Get your 1<sup>st</sup> 2 months of sessions in the diary and create the boundaries that you know you need to put in service of your client and you. For example: "it is rare for me to change appointments once booked, if you do need to I need a minimum of 24hrs notice".

If you are not sure that you will work together, that is fine. People have different thinking styles and may need to process the experience they have had with you. Book a follow up call of 10-15 minutes for 3 days time and on that call the client can give you their decision.

#### C. After the session

Send your coaching welcome pack including confirmation of your initial sessions and your invoice.

## **Model 2.**

**This model works well with personal clients and for meetings with people from organisations who may hire you as a coach for other people in the organisation. This model can create a real desire in the client for the ideal situation.**

A. Before the chemistry session

1. Send an email confirmation of the sessions with instructions. You may want to include a couple of questions or not. Also include a biography on you and information on the coaching process etc.

B. The session itself – 30 minutes

C	Current Situation
I	Ideal
G	Gap
A	Action
R	Review

### **Current Situation 5 mins max**

Clarify what's the issue, what's driving the issue, what's it costing them, what's the pain of the current situation.

### **Ideal 10- 15 mins**

Take them to their ideal (not how would you like it to be in 6 months).

In your wildest dreams, how do you want your team to be in 6 months?

Make a painting.. make them live it, breathe it, feel it

Make it feel possible for them! Create value, let them see what's possible

### **Gap 5 mins**

What stands in the way? What's the gap/s you need to close to make this reality?

Identify those as the topics that you would work with in the coaching.

### **Action**

What are our next steps? How do you feel about this? Benchmarks, goals, program structure, fees etc. Leave with some form of commitment

### **Review**

The sum-up