

Module 3: Coaching Conversations [Part I]

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The Ultimate Leadership Lesson



3 Stages of Leadership



Common Mistakes That Cost Us The Ability to Duplicate

1. Teach "what" without the " _____ "
2. Motivating through _____
3. Relying on _____ vs.



NOTES:

How we coach one person will determine how they coach the next person.

 **High-Level Preparation for Coaching Others** 

Your Coaching Prep Checklist



NOTES:

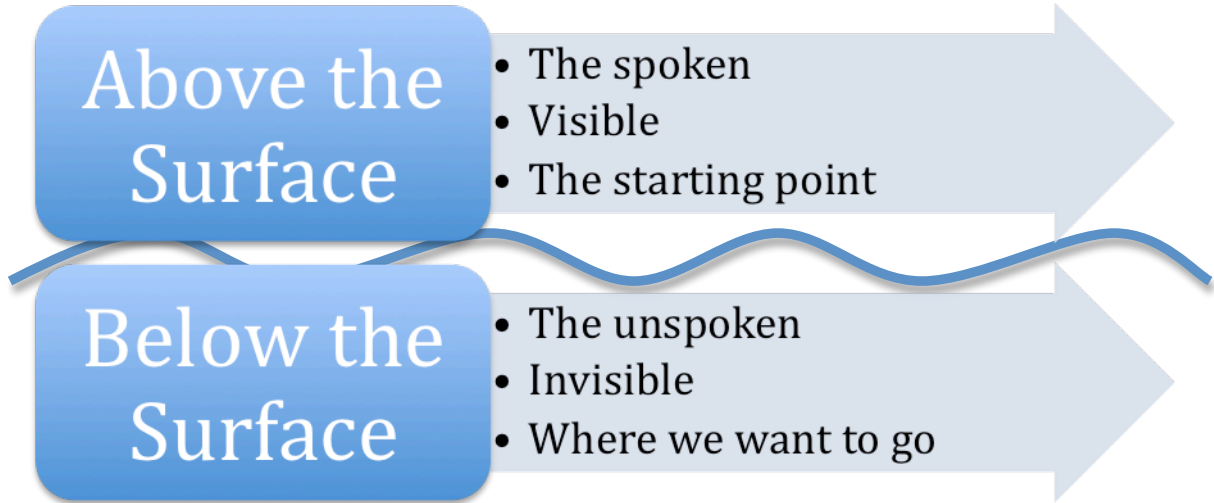


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Tools for Creating Coaching Results

Strategic Listening

[Conversation Structure Diagram]



Strategic Listening Is

1. Listening to _____ intensity
2. Listening for _____
3. Listening for what is being _____, _____, or _____

NOTES:



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Quality Questions

Questions are powerful because they...



Examples of Quality Questions

-
-
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Psychographic Priorities & Motivators



Global Values

Demonstrator

- I _____
- T _____
- M _____

Vitamix Executive

- M _____
- T _____
- I _____

NOTES:

Motivating others always starts with understanding another person's priorities...

**And remembering that, to them, their priorities are more important than ours.*



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2 Forces That Determine All Behaviors



Human nature says we will do more to *avoid pain* than to *gain pleasure*.

When the *why* is strong enough, the *how* will reveal its self.

NOTES:
