



Unique Coaching for Successful Client Results

Even when you have asked all the right questions and worked hard in your coaching with a client, sometimes this might not be enough to deliver a great result. You and your client have a shared understanding of the outcome, can both see what the client wants and yet don't quite get there or while coaching you just feel like you have missed something...

As experienced coaches you will come to know that our clients do not just buy coaching...
they buy **YOU** coaching!

So how can you be at your unique best as a coach for your clients and their results? Being you and bringing more of yourself whilst working with your clients creates sustainable success for them and repeat business opportunities for you.

Target Audience

This is an advanced training programme for the experienced coach. It is designed for professionals such as independent coaches, executive leaders, organisational development and human resource directors & managers as well as SMEs

Programme overview & objectives

The two days structure will feature in-depth training, coaching demonstrations with lots of engaging and interactive sessions of coaching practice in pairs & groups. Time will also be available for some hard work, collegiate discussions, Q&A and fun!

The programme objective is to enable a deeper, more thorough understanding of the core competencies involved in successful client coaching. The focus will primarily be on the following competencies: Coach Presence, Active Listening and Powerful Questioning, and a few more CC will be covered along the way...

You will be invited to discover:

- What distracts you during your coaching
- What do you want to pay attention to and how relevant is that to your client
- How to enable the unique you to show up
- How do you project out to people around you
- What difference this makes to your coaching when you project authentically
- Why clients choose you and how can you now attract more of them

These will be learnt through practicing the following:

- Having a heightened level of listening at levels II & III
- Noticing how our mental and physical states affect our listening and questioning
- Learning not to perform / or trying too hard

- Being more relaxed during the coaching process and coaching in the moment
- Using a powerful and practical coaching model to identify your uniqueness
- Actively listening and just letting the questions come
- Being you at your best for you and your client
- Creating more space and awareness for your client to explore and transform

Benefits to you as a Coach and to your organisation:

- Meeting more of your client's objectives
- Delivering results for your business and relationships
- Keeping that unique calmness and presence beyond your coaching and
- Distinguishing yourself in a fast growing market

Price

The price for the workshop is 320,00 EUR + 22% VAT = 390,40 EUR (per person).

Your Trainer

Saima Butt, MBA & MCC, has fourteen years of experience at Change Advantage Ltd in coaching, facilitation and training in organisations in the public, private and charity sectors. She works with senior leaders and their teams to help them successfully deliver professional, personal and team results. Saima is also an international coach trainer delivering an ICF ACTP. She lives in Oxford, England along with her wonderful family!