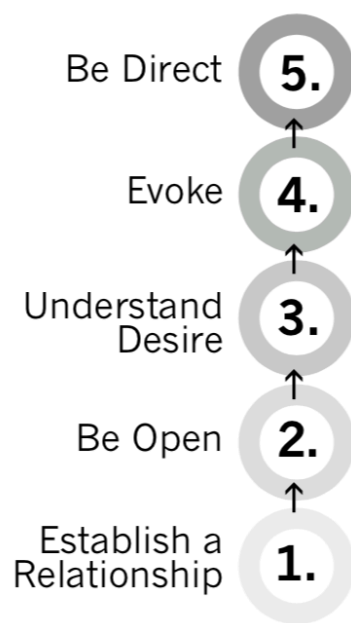


Advanced skills for coaching the essence



The following skills are the foundation for coaching the essence. Please read each carefully and spend some time thinking about how the skill might impact your coaching.

Establishing a relationship with the client in an instant

The first and most indispensable skill for coaching the essence is establishing a relationship with the client. You may often believe the depth of the relationship is built on the amount of information that you have about a client. Thus, if you know the client's hobbies, frustrations, number of children, types of books and movies the client likes, something about the client's relationship with their significant other, etc., a relationship will grow and exist. This theory, however, creates a challenge for the coaching relationship. Under this theory, deep meaningful coaching cannot occur until a threshold amount of information about the client is received.

We believe powerful coaching can occur within the first moments of the coaching relationship. Therefore, we are going to ask you to give up the need for information. This not only plays a key role in creating an instant relationship with the client, it will also create a space where you can coach meaningfully and immediately about major issues in the client's life.

In place of information, we ask that you accept that you can be in relationship with a client instantaneously. Relationship is about "being" with a client, rather than "knowing about" a client. If, as core coaching competency skill #3a indicates, you have genuine concern for a client's welfare and future, you care about them the moment they become your client. In addition, if you demonstrate respect for their perceptions, learning style, and personal being (skill #3b), you are willing to treat them as a partner from the moment they enter your practice. Thus, by simply accepting the full spirit of the coaching relationship, you enter into a caring, collaborative connection with the client.

No further information is needed; no other justification for being in relationship with your client is required. This skill of opening the coaching spirit and creating trust and intimacy with the simple act of becoming coach and client takes practice. Our first exercise in class will give you the opportunity to see how close you are to consistently and instantly being a master relater with your clients from the first moment you associate with a client.

