

Welcome Everyone! This session will start at the top of the hour.

COACHING DEMO

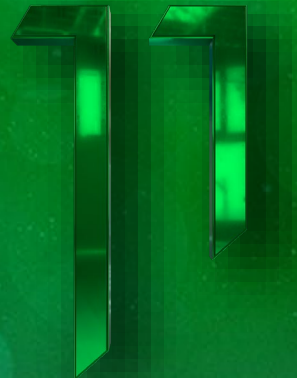
Internal Change vs Quick Fixes

Creating Sustainable Change

Lori Shook, CPCC, MCC

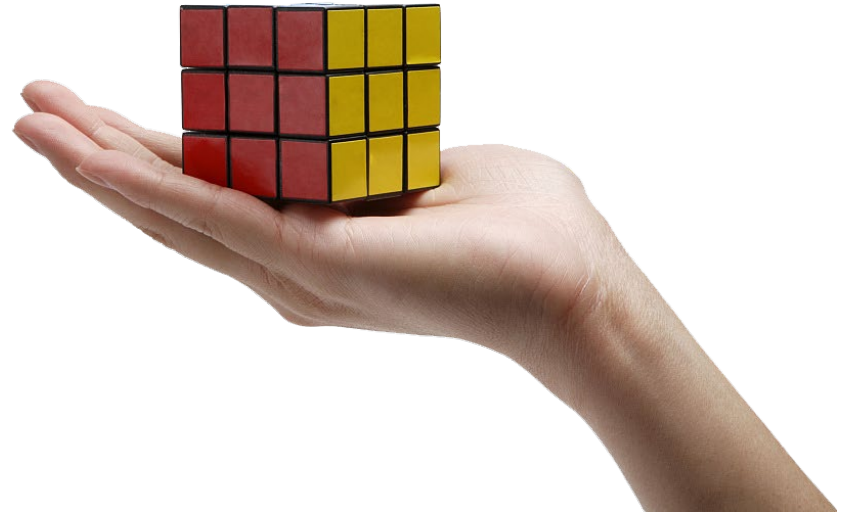
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Coaching isn't meant to be a series of one-off problem-solving sessions.

It can be so much more than that.



Coaching is more powerful
when we coach the **person**
not the **topic**.

Topics are compelling but
don't let yourself be seduced
by them.



Focusing on the person means to focus on the client's internal state.

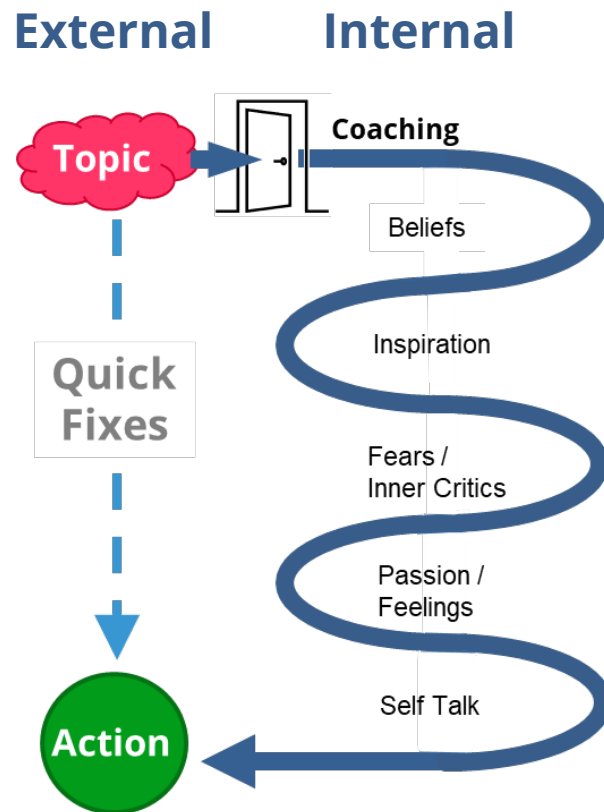
Internal changes allow the client to approach **ALL of their topics** in a new way.



Focusing on the client's internal dynamics may feel like a detour, but we need to discipline ourselves to take this more sustainable path.



Coaching for Sustainable Change



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Jerry's internal Board of Directors

In today's demo, I will focus on the client (Jerry) and his internal world by using his **Internal Board of Directors** which we created in a previous session.





Energizer

Risk Averse

Enjoy the Journey

Leader

Never Good Enough

Controller

Jerry's internal Board of Directors

Let's coach!