

COACHING DEMO: You only have 3 options

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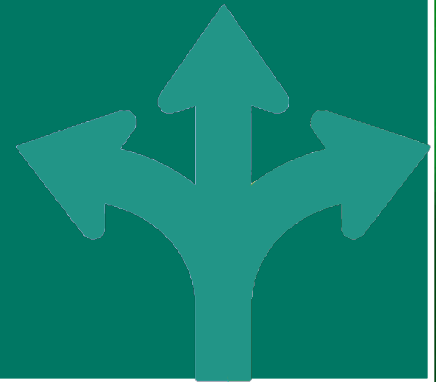
Some client challenges

- Facing (seemingly) insurmountable obstacles
- Feeling like a victim of circumstance
- Being frustrated with their current situation
- Not seeing options available
- Complaining over and over

The 3 Options model

There are only 3 ways forward
(if they want to move forward):

- Change the situation
- Change yourself
- Leave



The 3 Options model

There are only 3 ways forward
(if they want to move forward):

- Change the situation
- Change yourself
- Leave

... or they can continue complaining, being stuck or suffering

Change the situation (external)

- Actively change the circumstances
- Change the rules of the game
- Make requests of others so they change how they interact

**Change
the situation**



Change yourself (internal)

- Challenge beliefs
- Build skills
- Set and enforce boundaries
- Accept the situation
- Protect yourself from toxic people

Change
yourself



Leave

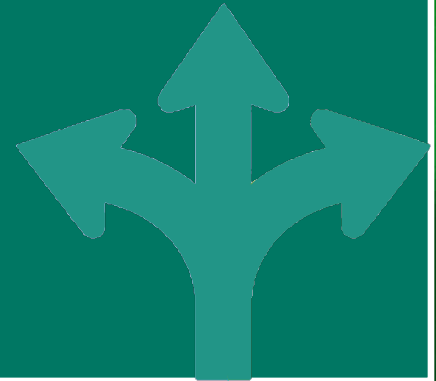
- Walk away
- Let it go – all or part of the situation
- Stop thinking about it
- Choose something else to focus on



Clients are empowered

Considering these options puts your client back in the driver's seat.

They again feel like they have options to choose from.



The 3 Options model

Where is the opportunity?

You might need to cycle through the options

- Change the situation
- Change yourself
- Leave



Example

- A client was fed up with the way her boss treated her. She wanted it to change. She didn't want to leave the job.
- She first tried to change the situation. She gave him feedback, asked for more respect, but the boss didn't change. He was cold and, she felt, aggressive.
- So she chose to change herself – to learn to deal with it.
- That lasted almost a year, until she realised she was done adapting; it was costing her too much. She understood that the only option she had now was to leave.

Today's demonstration

I'm working with a client who has written a book and is debating between getting a publisher or self-publishing.

He feels he is facing some big obstacles.

Emmanuel Lamptey

31 years old, from Ghana, lives in London, UK

His vision: **become a thought leader for sustainable, lasting solutions for the people of Africa**

Emmanuel aims to work in public policy by leveraging his experience and his 2 master's degrees: an MBA in finance and an MSc in accounting and finance



Let's coach!

