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Coach U's Essential Coaching Tools: Your Complete Practice Resource

By Coach U, Inc.

Wiley, 2005. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: Acknowledgments. Preface. Introduction. PART 1: PRACTICE SUPPORT. Chapter 1: About Coaching and Being a Coach. 1. Client Q&A about Business and Personal Coaching. 2. Coachee Q&A about Business and Personal Coaching. 3. Benefits of Being a Professional Coach. 4. All about Coaching: 100 Key Points about Coaching and the Coaching Process. 5. Coaching Customs. 6. Primary Foci of Coaching. 7. Coaching Focus Areas. 8. The Professional Coach Is . . . 9. Basics of the Coaching Relationship. 10. Things People Want Most. 11. Coachee Situations. 12. Should You Be a Coach? Chapter 2: About the Prospective Coachee. 1. Top Questions to Ask a Potential Client. 2. Potential Coachee Selling Questions. 3. Top Sellable Personal Features of the Coaching Service. 4. Benefits of Working with a Coach. 5. Top Five Objections Potential Clients Raise. 6. Client Lead Form. 7. How I Coach. 8. How I Coach Clients. 9. How I Coach Coachees. 10. Coachability Index. 11. Complimentary or First Session Agenda. 12. Referral Thank You Letter. Chapter 3: For the New Client/Coachee. 1. Agreement. 2. Credit Card Authorization. 3. Welcome. 4. Coachee...



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