

# Introduction to Life Coaching

11.00 – 11.45 (UK time)

12.00 – 12.45 (European time)

Sunday 1 September 2019

**LIVE WITH INTENTION  
PRACTICE WELLNESS**



*With Sossi  
YA Certified Yoga Teacher &  
Qualified Life Coach*

# What's on?

1. What is coaching?
  - Background
  - Coaching vs Mentoring
  - What can coaching do for you?
  - Key skills
  - Skilful listening + exercise
2. Neuro Linguistic Programming (NLP)
3. SWOT Analysis
4. Book recommendations
5. Feedback & discussion

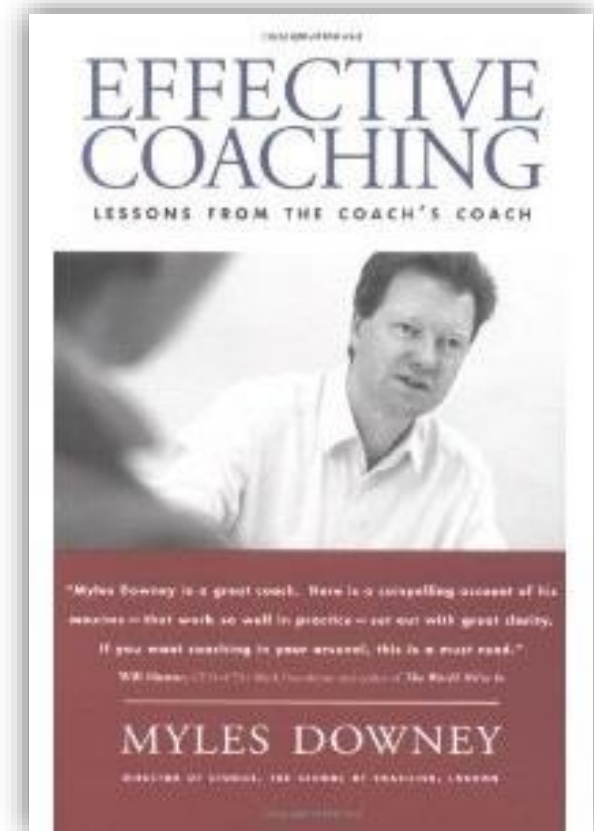


# What is life coaching?

“Coaching is the art of facilitating the performance, learning and development of another by focussing on the client’s achievement, fulfilment and joy”.

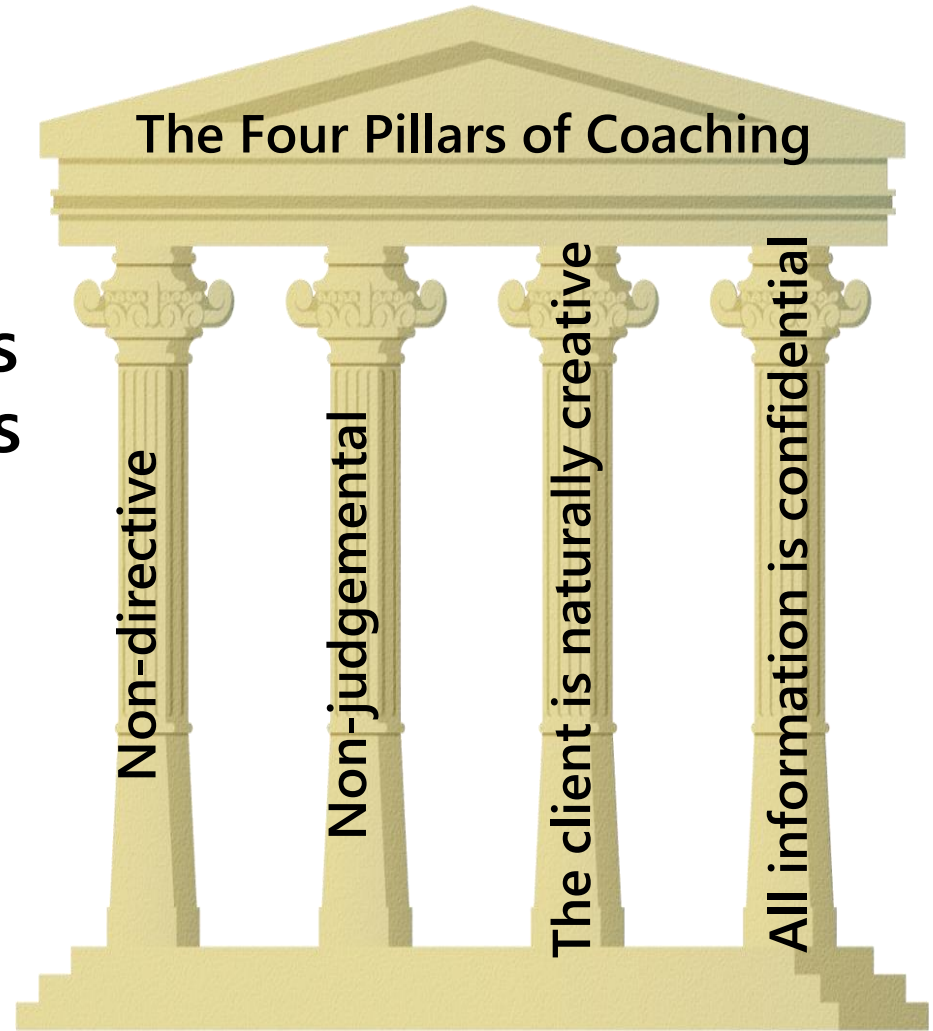
Miles Downey

Director of the School of Coaching, London



# Background

20th century psychological theorists set the framework for life coaching's 'whole and healthy person' view which originated from Behavioural psychology, evolved to Humanistic and finally to Transpersonal. Executive and Life Coaching emerged in the early 1990s.



# Coaching vs Mentoring

A coach uses skilful questioning to challenge and support a client in achieving the client's goals through increased awareness.

- A coach does not need to be an expert in the client's profession. Instead, he/she has a collection of tools designed to release and build the client's own abilities and insights.
- Coaching agendas can range widely from enhancing job performance to personal development.
- In coaching, there is no advice or suggestions. The coach and coachee draft and agree an action plan so that goals can be achieved on time. The coach proactively follows up on actions.

# Coaching vs Mentoring

Mentoring is a relationship where a more experienced colleague gives advice and guidance to a less experienced colleague.

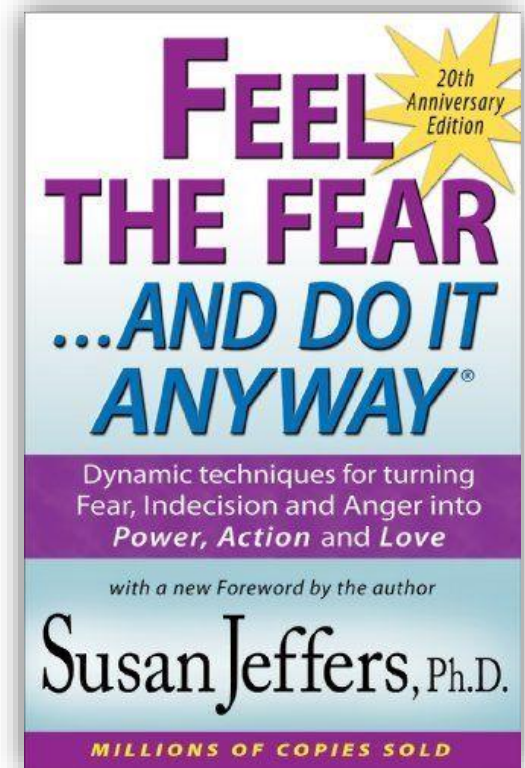
- Mentoring agendas generally focus on how the mentee can succeed and progress within their organisation or chosen career path over a long period of time.
- A mentor is almost always senior in status to the mentee.
- A mentor gives advice based on her/his experience and point of view. A mentor would also suggest actions and next steps for the mentee to follow up. The mentee is expected to be proactive in actioning on agreed goals and report to the mentor at the following meeting.

# What can coaching do for you?

- To find direction and purpose in life if you feel like you're drifting,
- To get serious about the success you deserve to have, and reach your true potential,
- To prioritise and focus on the important things in life,
- To increase your confidence and get you re-motivated,
- To train your brain into that winning mindset - "mind over matter",
- To understand yourself better and identify blind spots,
- To boost your overall well-being, feel supported and in control.

# Key coaching skills

- **Building rapport** – questioning, active listening, empathy
- **Positive thinking** – affirmations, 'pain to power' language, removing limiting beliefs
- **Achieving goals** – goal setting, values elicitation, future self exercise, life purpose elicitation
- **Work life balance** – Wheel of life, SWOT analysis
- **Neuro Linguistic Programming (NLP)** – Anchoring, mirroring & matching, pacing and leading, Representational Systems





# Skilful listening

## Level 1: internal

- Used in everyday life
- Focus on self - to gather information
- Message is interpreted in terms of what it means to you

## Level 2: focussed

- Less often used in everyday life as it requires time and effort
- Focus is on the speaker
- Helps build rapport

## Level 3: global

Often used in coaching sessions

Focus is on the speaker and the wider environment

Using intuition and sensing signals, the coach brings out underlying issues hidden in the subconscious

# Listening Level 1: exercise

## Volunteer Wanted

Recall a recent incident (e.g. on the way to work yesterday, while walking the dog last night etc) and in 3 minutes, tell the other person what happened, including what you thought and felt about it.

The other person plays back the story as accurately as possible.

The story-teller provides feedback on how accurately it was played back.

# Neuro Linguistic Programming

"NLP is an approach to communication, personal development, and psychotherapy created in the 1970s. The title refers to a stated connection between the neurological processes ("neuro"), language ("linguistic") and behavioural patterns that have been learned through experience ("programming") and can be organized to achieve specific goals in life."

[Wikipedia.org](https://en.wikipedia.org)

**How do you perceive and represent the world?**

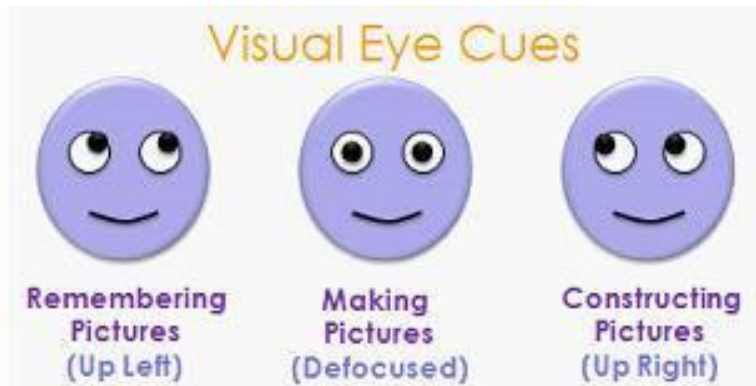
**Are you visual, auditory or kinaesthetic?**

**Understanding rep systems can help you build better rapport.**

# Are you visual, auditory or kinaesthetic?

## Visual

I see what you are saying.  
That looks good.  
It appears clear to me.



## Auditory

I hear you.  
That rings a bell.  
It sounds good to me.



## Kinaesthetic

I have a feeling you're right.  
Did you grasp the basic concept?  
I have a solid understanding.



# Case Study: Spot the Rep System



[PLAY VIDEO](#)

# Listening Levels 2 & 3: exercise

Swap roles – listener now becomes story-teller

Recall a recent incident (e.g. on the way to work yesterday, while walking the dog last night etc) and in 3 minutes, tell the other person what happened, including what you thought and felt about it.

The listener focuses on the type of words used, tone of voice, body language, facial expression, emotion, positivity/negativity etc.

The listener reports on his/her assessment.

The story-teller provides feedback on whether or not the assessment was correct.

# SWOT Analysis

Strengths

Weaknesses

Opportunities

Threats

# Book Recommendations

**The Inner Game of Tennis by Timothy Gallwey**

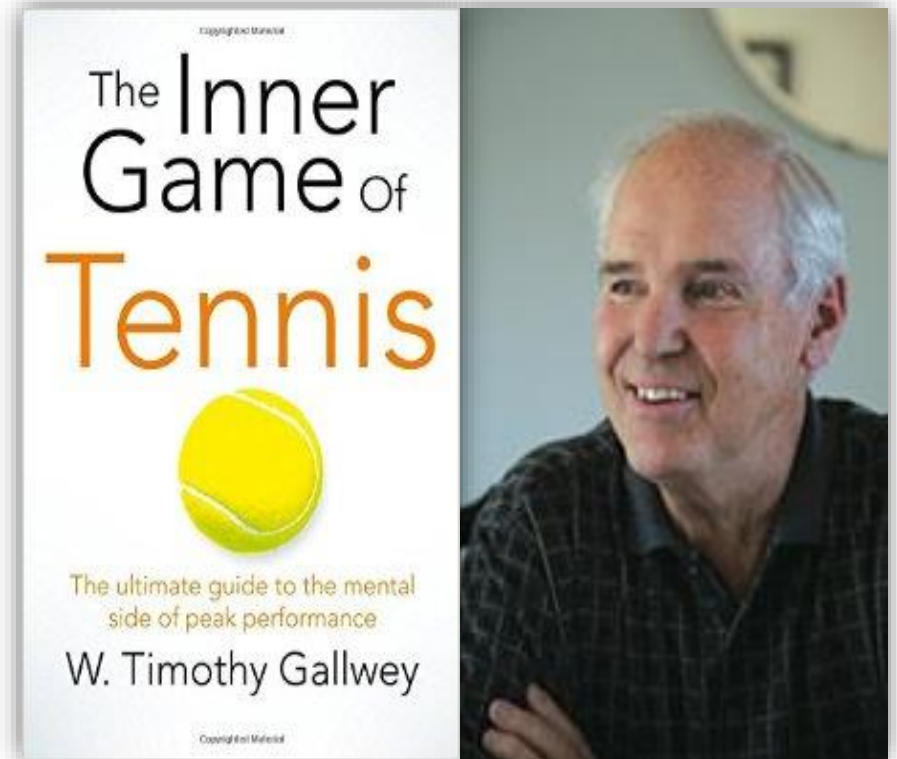
**Coaching for Performance by Sir John Whitmore**

**Co-Active Coaching by Laura Whitworth, Henry Kimsley-House and Phil Sandahl**

**Effective Coaching: Lessons from the Coach's Coach, by Myles Downey**

**Feel the Fear and Do it Anyway by Susan Jeffers**

**Awaken the Giant Within by Anthony Robbins**





# Feedback & Discussion



Highlights?

How will coaching benefit you?

What will you do differently from now on?

Questions, answers and general discussion

Thank you for being here!

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