

A TIGNEY SOLUTIONS INSTITUTE COACHES STRATEGIC MASTERMIND GROUP MARCH 2018 NEWSLETTER

SHARE WITH ANOTHER COACH AND
MAKE SURE TO
MAXIMIZE YOUR MEMBERSHIP

Coaching Tip:

As a new coach it is understandable that you may be nervous and not sure in some areas as a coach. Just as beauty is in the eye of the beholder so is confidence. I invite you to change the lenses on how you see yourself as a coach. From this day forward, you are no longer just a "new coach." You are someone that has gone through a process in your life's journey and made it to the other side of a process. There are some principles you applied and made choices to keep going "anyhow." You valued yourself enough to get to this point where you are a certified coach. It's time now to claim your victories and invest time in the art of rehearsal. People are not drawn to you because of how well you know the all-important coaching model. They are drawn to the frequency of hope and victory of you telling your story. People are drawn to the sincerity of your desire to help them reach their goals or breakthrough to the other side of their issue or situation. So, from that place of authentic confidence you naturally flow through the Simple Coaching Model. The more you do it, the better the flow.

Self-appreciation + Rehearsal = Exceptional Coach.

Reminder- Simple Coaching Model

- **Clarify the Agenda-** Listen and discover what the client wants to talk about.
- **Seize the Coachable Moment-** Your client's energy will tell you what they "really" want to talk about. Open ended questions will help your client to discover what is really in their heart to discuss.
- **Invite the Shift-** Celebrate, validate, encourage, or acknowledge your client's discovery. This will give them the courage or confidence to tread the waters of a new thought, perception, or commitment.
- **Frame the Masterpiece-** This is where you invite your client to celebrate their discovery of the solution, direction, or self-awareness that was there all along. You may ask questions like, what are you taking away from our time together or where did you find value in our time together?

Master Coach Corner



Inspired by Master Coach Tigney
Written by Peer Coach Chanise



When you go to Basket-Robbins Ice Cream Parlor there are a variety of flavors for people to enjoy. One customer may like Caramel, the other may like Sherbet. The cookies -n- cream doesn't feel slighted because the next customer may to choose it. That customer may have taken the next step and told their family or friend about this yummy Cookies -n- cream ice cream.

The same can be said for Coaches. There is someone who is waiting for your style and flow as a coach. You are a key designed to unlock greatness, solutions, hope, and courage in the process, and so much more. Keys come in different shapes, sizes, and cuts, not every key is designed to unlock every door. Not every coach is designed for everyone. Keep sharing the story of your journey. Keep sharing your process. Your frequency will attract "YOUR" client. That coaching relationship is a natural connection. It will happen when there is "co-creative" frequency.



So, as you are building your client base remember the words of our Master Coach Tigney, "Don't give up on your yes, while filing away your no." Don't keep

your focus on the No you are filing away because "a No today can be a YES next month, tomorrow, or next year". You have not told your story enough until you have heard at least 100 No's. Your yes is in the rubble of no and there is a yes connected to that no. You are somebody's flavor, somebody's key and somebody's EXCEPTIONAL COACH!



A TIGNEY SOLUTIONS INSTITUTE PRESENTS COACHES STRATEGIC MASTER-MIND GROUP

1ST THURSDAYS AT 6PM - 7PM ARIZONA TIME

Via Zoom Video Conference (The link is provided to paid subscribers)

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Questions?

Contact Chanise Gilliam at A Tigney Solutions Institute. Access all tools and previous CSMG recordings directly through her.