

# be

# BE. DO. HAVE. RESULTS!

[www.bedohaverresults.com](http://www.bedohaverresults.com)

## FIND YOUR COACHING FIT

FINDING THE RIGHT COACH MAKES A DIFFERENCE

- **Expertise:** Demonstrates deep understanding of the Client problem and world
- **Respectful:** Coach respects Client opinions even when not agreeing with them
- **Empowering:** Allows Client to set the agenda of each coaching session
- **Invested:** Values and respects Client input to a co-creative coaching relationship
- **Reliable:** Serves as a trusted thought partner to Client
- **Listens:** Is 100% present and tuned in to understand vs. respond
- **Inclusive:** Uses “we” language
- **Trustworthy:** Maintains the confidentiality of the coaching session
- **Humble:** Admits if, and when wrong and moves quickly to solution
- **Intuitive:** Picks up on nuanced patterns of thinking and behavior and helps the Client make connections between thoughts, action, and results
- **Confident:** Unafraid of being challenged and is open to constructive feedback from Client
- **Curious:** Values deep level inquiry to get to the “why” behind Client actions and choices
- **Supportive:** Encourages Client to identify a range of options beyond binary choices
- **Accountable:** Lives up to the coaching agreement and coaching values



# do

BE. DO. HAVE.  
RESULTS!

## GREAT EXPECTATIONS

SUCCESS CHARACTERISTICS OF IDEAL CLIENTS

- **Responsive:** Provides relevant and timely coaching insight and feedback. Makes time to respond to client inquiries within a reasonable amount of time
- **Recognizes and Appreciates Difference:** Sensitive to experiences and perspectives outside of his/her familiarity
- **Strong Communicator:** Speaks a “language” the Client can understand
- **Strategic:** Creates opportunities to help Client bridge the gap between the “as is” and the “need to/want to be”
- **Encourages Agency:** Inspires Client to develop his/her own strategic thinking and problem-solving abilities
- **Provides Guidance:** Motivates Client to weigh and explore cost/benefits to move to decisive action
- **Champions and Encourages:** Is 100% focused and invested in Client’s success
- **Challenges:** Asks challenging questions. Does not allow Client to get stuck in the “story”
- **Capacity to Grow:** Does not always have the answers. Open to learning and discovery. Embraces Failure as opportunity
- **Widens Perspective:** Provides an outsider point of view to help reveal alternative options

# HAVE RESULTS!

[www.bedohaveresults.com](http://www.bedohaveresults.com)

