

COACH AND CONNECT CHEAT SHEET

WIN BEFORE YOU BEGIN

- ✓ People trust and believe others who like them and are for them
- ✓ Everyone's biggest fear is being rejected and their biggest need is to be accepted
- ✓ People live up or down to the expectation of their leader
- ✓ Seek first to understand, then to be understood
- ✓ When there's a gap between reality and perception, it always ends badly
- ✓ Everyone has an ego-based reluctance to hear or believe criticism about themselves

Step 1: Decide on your preferred outcome.

Step 2: Choose a safe location.

Step 3: Let them talk! Ask for bright and dim spots. Listen!

Step 4: Ask them to plot themselves on the Star Chart, then you plot them.

Step 5: Agree on "the commits."

HOW TO HAVE TOUGH CONVERSATIONS

Be humble, redemptive and don't assume motives.

- ✓ State your facts
- ✓ Express themes/patters that you see -- here's my story, what's your story?
- ✓ Ask for perspective
- ✓ Agree on next steps

EXPERT LEVEL QUESTIONS

- ✓ What does a great day look like for you?
- ✓ What duties energize you? Deplete you?
- ✓ Tell me more...
- ✓ Help me understand...
- ✓ Please elaborate...
- ✓ Is this what I hear you saying?
- ✓ How can I help you succeed?

Professional Leadership Institute (PLI) is an educational website providing its students with practical education in entrepreneurial leadership.

PDI's leadership courses will teach you the practical skills you need to build strong teams and enhance your career. The curriculum has been developed by a faculty that has experience successfully scaling businesses and in the coaching of high growth organizations. Our mission is to teach business owners, managers and career builders how to build strong teams by putting the right people in the right seats.

PDI also offers free leadership resources including articles, templates, tips, cheat sheets and reading lists.

Visit

professionalleadershipinstitute.com to learn more!



Certificate in Leadership Fundamentals Starts at \$499

Access to 10 of Professional Leadership Institute's Flashship Courses:

- ✓ Discovering and implementing core values
- ✓ Building a one-page strategic business plan
- ✓ Using DISC Personality testing at work and home
- ✓ Learning the process to hire a players
- ✓ Objectively assessing your team
- ✓ Enhancing your career through delegation
- ✓ Coaching based performance reviews
- ✓ Dealing with under performers
- ✓ How to fire with minimum pain and drama
- ✓ Building your personal annual plan



[Start Learning Today](#)