

COACH AND CONNECT TEMPLATE

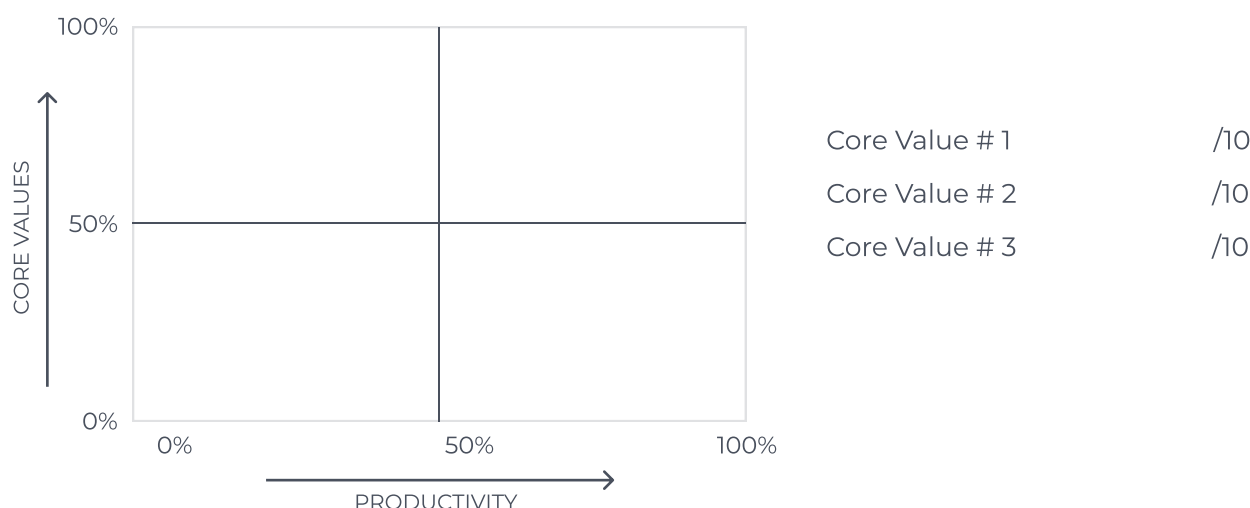
Win before you begin

- 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, perception wins
- Everyone has an ego-based reluctance to hear or believe criticism about themselves

Optional conversation starters

- ✓ In your view, what is expected of you in your current role?
- ✓ Are you missing any materials, equipment or training to do your job?
- ✓ Are you spending most of your day working in your area of strength?
- ✓ Do you feel that you receive enough recognition for what you do?
- ✓ Who is the person that encourages your development at work?
- ✓ Who are your closer friends here?

Star Chart Plotting



The Commits

- ✓ How can I help?
- ✓ Any suggestions for me or the company?
- ✓ How can I grow as a leader?
- ✓ Anything I should know about?