



Your Coaching Welcome Packet

"A coach is someone who tells you what you don't want to hear, who has you see what you don't want to see, so you can be who you have always known you could be" Tom Landry – Football Coach Legend

Welcome to the world of coaching! It's always an honor to cross paths with someone who is hungry and committed in reaching those challenging, and yet ever so rewarding goals. My sessions with you are of top importance to me. I know just by the fact that you have decided to work with me as your coach that you are an achiever and that you have a strong desire to step-it-up and get more out of life. I want you to understand this process and learn how to continue this strategy for the rest of your life.

What you can expect from me

The purpose of our coaching is to get you the results that you have not been able to get on your own. You can expect that I will be asking you tough questions in order to gain more clarity around what is stopping you. And, with your permission I will take you through appropriate processes to eliminate those blocks/barriers that are keeping you stuck. The more we work together, the more I will know about your comfort zones and limiting patterns. It will be my job to make you aware of these comfort zones, and my job to challenge, encourage, and support you on expanding them.

Remember to have fun! I want you to look forward to our calls, because this is all about YOU!

I'm always listening...really listening.

If I hear something in your voice or notice something that sounds inauthentic or disempowering, I'm likely to call you on it. Often, it is the little tweaks in your beliefs that bring about BIG shifts.

What will I expect from you?

A quiet place with no distractions during our calls, because this is sacred YOU time. I am going to expect that you will be honest, open, and committed to grow so we can break through those comfort zones that are holding you back. You'll need to purchase a journal or notebook for our calls so record notes, breakthroughs, insights, and homework. We are now a team, a focused relationship!

Again, the purpose of coaching is to help you get the results you weren't getting on your own. Our main focus is going to be on the ACTION you are taking between calls. If you don't take the action we agreed upon, we will have an honest conversation about what prevented you from following through, sometimes uncomfortable, but necessary. After all, you are paying for RESULTS!

Feedback

This is going to be a safe and welcomed environment so I require your feedback for how the coaching process is working for you. I'll have a curiosity in knowing more about who you are and how you see the world. Letting me know what can be improved is utmost for working together. It's all about YOU! So I invite you to share with me your stories, your wins, disappointments, anything you like, as well as your thoughts, especially about your progress.

Between Sessions

I welcome and encourage you to connect with me between sessions. If you have a question, a challenge, you experience a breakthrough or you just want to bounce some ideas around before a big meeting or event, send me an email or call me. This extra time is included for you as my client as part of the service and there is no extra charge. I do ask that we keep these calls to around ten minutes.

Ways You Can Get More From Your Coaching Experience

- Make our coaching sessions a priority.
- Come to every call with a clear idea of what you want to talk about.
- Take time before / during our time together to get centered, to breathe and be ready to engage.
- Do your own 'tasks' between sessions. Apply what you learn.
- Complete what you agree to accomplish.
- Be open-minded. Try new approaches. Experiment.
- Ask yourself what, if anything, you need to modify to show up as the person that you want to be.
- Emulate the behaviors you admire. Success leaves clues!
- Stop tolerating. Think of ways to distance yourself from energy draining people and situations.
- Commit not to settle for less than what you want, PERIOD!
- Tell the truth to yourself, to me, to everyone you interact with.
- Be willing to change the beliefs that do not serve you any longer.

Coaching Packages

(3 - 50 min. sessions) = 3 sessions X \$150. - \$450 paid in full.

(6 - 50 min. sessions) = 6 sessions X \$150. - \$900 paid in full.

(12 - 50 min. sessions) = 12 sessions X \$150. - \$1800 paid over time.

(24 - 50 min. sessions) = 24 sessions X \$150. - \$3600 paid over time.

Session Procedures

Please call me at our designated number at our scheduled time for our sessions. Calling in for your session right on time is important as we will need to end the session on time out of respect for other clients. Thank you for making this commitment to yourself. This is an informal agreement that I like you to review and initial at the bottom. The purpose of this is to assure that we are both clear about what we expect from our interaction together. Please let me know if there is anything below that is not clear and we can discuss it openly.

Coaching Agreement

WHAT I DON'T DO AS A COACH:

- Diagnose, treat or fix.
- Solve your problems for you.
- Do your work for you.
- Judge you or your experiences
- Give you legal or financial advice.
- Listen to your stories, excuses, or complaints.
- Support you in staying stuck.
- Lie to you, and only tell you what you want to hear.

WHAT I ASK FROM YOU AS MY CLIENT:

- Set the agenda or topic for discussion for each session.
- Be resourceful and solution focused.
- Make sure you are in quiet place with no distractions for each session.
- Be completely truthful to me and to yourself.
- Be willing to stretch beyond your current comfort zones.
- Take responsibility for you or your actions.
- Call me on our agreed upon scheduled time.
- Give me a minimum of 24 hours notice if you need to cancel a session.
- Approach challenges as opportunities for growth.
- Let me know if something isn't working for you.
- Be open to new ideas and perspectives
- Show up physically and mentally for each session.
- Have *fun* and *enjoy* the process!

WHAT I DO AS A COACH:

- Provide a process for helping you create a vision for what you want for your business and life.
- Help you build a strategy and action plan that will allow you to live that vision.
- Help you eliminate road blocks that are holding you back
- Show you specific methods for increasing your effectiveness.
- Help you organize your life for more power and fun!
- Provide support, encouragement, guidance and reinforcement.
- Listen openly and actively.
- Recommend books, CDs, seminars, etc. for your growth.
- Ask powerful questions that create a new level of clarity, or different perspectives.
- Provide structure and accountability..
- Trust you to make your own BEST decisions.
- Show up with your best interests at heart.
- Tell you THE truth!

I have read over this agreement and understand it completely on this page. ____ Client Initials

Coaching Questionnaire

In order to serve you in getting the results you want, we will first need to be clear on where you are at today. This questionnaire serves as a tool for me to know more about the world you live in, so I can better guide, support, and direct you on the path towards what you want. Please make plenty of time for completing this, the more thoughtful and insightful your answers the more power I will have to help you.

Please cut and paste into a blank email and forward your answers to me: INFO@LANLP.com

GOALS

1. What caused you to seek out coaching? **WHAT'S THE PROBLEM?**
2. What 3 specific outcomes/results do you want to achieve in the next year?
3. What has prevented you from achieving these results to date?

CAREER

4. If you know, 1 year from now, what does your career look and feel like to you?
5. How do your career goals support your personal goals?
6. What will you get when you achieve this, and what will you learn about GOING FOR IT?

YOUR LIFE

7. What would you say have been your three greatest accomplishments in your life?
8. What are the 3 hardest things you have ever had to overcome?
9. What is the most important lesson you have learned to date?

COACHING YOU

10. What can I do to support you if you get behind on your goals?
11. How will YOU know that you are getting value from your coaching process?
12. How might you sabotage your path to success?

Rate your level of satisfaction (0 to 10). It's only a snapshot of your satisfaction today!

Not satisfied at all = 0 Totally satisfied = 10

- ___ Career
- ___ Finances
- ___ Health
- ___ Friends and Family
- ___ Significant other/Romance
- ___ Personal growth
- ___ Fun & Recreation
- ___ Spirituality
- ___ Physical Environment (home, city/town, neighborhood, climate, part of the country you live)

Email me your answers prior to your first session – INFO@LANLP.com