

# Principles of Coaching

Listening for is different than listening to

And YOUR directions are going to get them to head in the right direction

If you are a brilliant listener who doesn't interrupt your client will think you are brilliant - because he will have been listening to himself

Your client already knows what they need

Coaching Is not building a fire under people; it's igniting the spark within them

Success Comes From Within

Coaching comes from the heart not from the head. People recognize the difference between the two

Talmud

When you see yourself differently people start to act differently

Leaving Erickson

The Most Powerful Coaching Tool Is Your Imagination

Possibilities