



An Introduction to

Coaching



The Seven Steps to Understanding Coaching

Presented by
Coaching Academy Licenced Trainer

Terry Ingham

A one-day workshop where you can discover the truth about coaching by a trained and qualified expert; the incredible difference that great coaching can bring about in your performance at home and at work; whether coaching is right for you and your company; and how to make the decision to hire a coach. You will have the chance to be coached yourself so you don't just have to take our word about the impact of coaching...you can know for yourself!



coaching academy
licenced trainer

To register call: 01472 311 751

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Understanding Coaching



Here are the seven steps that you will discover throughout the day

1 Coaching defined... what exactly is coaching?

Learn the latest definitions of coaching, so that you understand EXACTLY how coaching differs from other helping professions.

You will discover that coaching is far more than a conversation; it's a carefully crafted set of strategies created to enable the client to realise their true potential by freeing them from doubt and fear and finding powerful steps forward.

You will leave the day understanding exactly WHY and HOW coaching works. Is it psychology, NLP or something else? You'll have your questions answered. This is a great place to start!

2 The potential of Coaching the results you can expect

This step covers the empirical evidence that coaching is a practical solution to people's development challenges and why so many people are booking personal coaching sessions to get the most out of life.

Why is it so effective and how do we know that it works? Who has achieved what through coaching? Why do organisations spend hundreds of thousands of pounds on coaching programmes for staff?

3 Who hires a coach?

You will understand why individuals and companies are attracted to coaching and the top twenty reasons why someone hires a coach. Is it for those who face challenges? Is it for good people who want to be great? You will be amazed at the variety of those who come away for coaching and the versatility of coaching as a tool for development.

You will go away from the day clear about the benefits of hiring a qualified coach who is providing top quality coaching.

4 Experience coaching yourself

It's not until you have experienced coaching first-hand that you will appreciate the impact it can have. You will have a few moments to work under the guidance of a qualified experienced

coach asking you some powerful and purposeful questions. You will be coached on a current issue for you as part of a group. The coach won't know your issue and neither will anyone else! You will be impressed with the results! We find that this is the moment when even the most hardened cynic starts to see the effectiveness of coaching techniques.

This practical demonstration is a highlight of the day as it suddenly turns a theoretical subject into EXACTLY what it should be – a practical skill that works with anyone, anywhere, in any country in the world.

5 Creating a compelling future for yourself

You will discover the powerful changes to your happiness in life and sense of personal control when you experience setting goals for yourself. Not just asking the question, "Where would you like to be in three years?" but actually devising a set of actions to take you closer to your life ambitions day by day. This empowering feeling will last a lifetime as your life turns from generalities and wishes to specifics

and achievements. This professional group coaching from us is worth many, many times the price of admission.

You will use the 'Wheel of Life' exercise to help you identify the current priorities in your life and career and identify actions to get you moving forward with enthusiasm and at pace.

6 Overcoming your barriers

You will find these final two steps to be the most important of all: overcoming limiting beliefs and finding the strengths in yourself to make you an unstoppable force in your own life.

You will learn why we believe the things we believe, and what holds us back from being the kind of person we long to be.

You'll play the Comfort Zone game to identify the specific barriers to your progress and to turn those stumbling blocks into stepping-stones to move forward.

7

Maximising your potential

You will be shown how to identify the strengths in yourself, acknowledge them, develop them and appreciate them. When you know where your strengths are, you become virtually unstoppable in your life mission.

These two last coaching principles will help you understand so clearly the direct benefits of coaching and of being coached.

This day is perfect for you if you are considering hiring a coach for yourself on a personal level or if you are researching hiring a coach for your company.

You will leave with a very clear understanding of what coaching is and why it works and you will see the benefits of hiring a Coaching Academy Licenced Trainer – someone who is a qualified coach and approved by The Coaching Academy to run this workshop.

Please contact Terry Ingham if you would like to run this workshop within your company or would like to block book a group of delegates.

Meet Your Trainer

Terry Ingham



Coaching Academy Licenced Trainer

Terry Ingham is a performance coach with nearly 30 years experience to draw up on, gaining his first coaching qualification back in 1977 as a Judo Coach and going on to work with some of the top Olympic and International judo competitors in the world.

Now a qualified performance coach, he applies his vast experience in the pursuit of superior individual and team based performance in a business and personal context and is a firm believer in the notion that a company's greatest asset is its people and is personally dedicated to assisting his clients to realise and release their true people potential through positive pro-active change(s) in behaviour leading them to superior performance.

Terry is totally convinced that by harnessing the many techniques and strategies he has learnt in coaching sport along with the 'excellence modeling' tools he has acquired through his NLP Master Practitioner training with Richard Bandler & Paul McKenna, that he has developed a truly powerful performance coaching programme that you can benefit from immediately and that programme is now available exclusively to you through Positive Impact Coaching.

Terry has gained his experience through working in a wide range of companies in the public and private sectors. He has worked in manufacturing, engineering, chemical & process industries, and in local government and further education. He has worked all over the world and counts the following organisations amongst his many clients:- Allied Signal & Aerospace Inc (USA), Corus Steel, ABB Cables (Ireland), Alcan Packaging Europe, Nestlé UK, Degussa Fine Chemicals BV, GEC, Alsthom Transport, Hickton Pressings Ltd, European Gas Turbines, Kennametal-Hertel UK, BG Kazakhstan, Dexion Plc, GSK, Lloyd Triplex, ASML (Netherlands) National Starch & Chemical (USA), ICI Paints North America, Iggesund Paperboard, Arjo Wiggins, Karachaganak Petroleum BV (Kazakhstan) and Ingersoll Dresser Pumps.

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