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*Live your Personal Best –
In Life, Health, and Business!*
www.ExpandingPotentials.Net

Welcome to Expanding Potentials' Coach Training Outline!

Becoming a Coach offers a fulfilling and meaningful career! Expanding Potentials offers online Coach Training programs that fit your schedule and your budget. Get on your way to a new and wonderful career, helping people be productive and successful, and lead healthier, happier lives!

Coaching Offers an empowering format for clients. Coaching is action-oriented and results focused. Coaches are working everywhere from corporate environments with executives, to students, helping people transition careers, and even with teens.

You will make a great Coach if: You love working with people, you believe in the power of the individual to understand their own life, you love watching others succeed, you have empathy, yet positive emotional boundaries, you can see the potential of others.

Coach Training Modules: The Coach Training is divided up into modules covering specific topics:

- Basics of Coaching
- Coaching Fundamentals
- Getting Started
- Coaching Toolbox
- Coaching in Practice
- Coaching Mastery

Basics of Coaching –The Basics of Coaching focuses on the background, setting the stage of coaching, plus, your first meetings with clients. We'll look at the getting started forms, what your clients need to know about Coaching, and how to get your clients started. Students will be paired with other students to begin practicing some basics, and have both the experience of coaching, plus, the experience of being Coached. We'll also cover how to talk about coaching, plus some introductory uses of NLP to help clients be more at choice with their thoughts and feelings, and to help you feel more comfortable in both client meetings and meeting with prospects.

- The History of Coaching
- Defining Coaching What Coaching is / is not
- How to talk about Coaching
- The Coaching Relationship: ethics, building the client relationship, understanding expectations, setting the stage, holding the space, and more
- Values as guiding criteria
- Getting started forms: agreements, responsibility/waiver forms, contracts.

Coaching Fundamentals – Coaching Fundamentals, we'll begin exploring the tools of Coaching, helping clients get clear about what they want while engaging the power of language. We'll also look at assessing where clients are now, where they would like to be, set goals, prioritize outcomes, and combining areas of focus to create greater life enjoyment, and life balance.

- Life Balance Wheel
- Creating Well formed outcomes
- Helping clients create clarity
- Introducing the power of language
- Identifying pressure words
- Client Awareness: knowing your strengths / your style
- Collusion: understanding our part in the dance

Getting Started: This module covers getting started with Coaching. You'll begin identifying what populations, demographics, niches you want to focus on with your Coaching practice. Begin finding clients, set up your introductory sessions, cover your intake interview and more!

- Preparing Clients for Coaching
- The Intake interview
- Coaching Session Format and notes
- Making commitments
- Setting Goals
- Prioritizing Outcomes

The Coaching Toolbox – This section, we continue to build your Coaching Toolbox with more skills and tools of Coaching. Students continue working with Coaching partners, and providing feedback. We will also include some best business practices, getting client testimonials, and more. Coaching Tools and Skills including:

- Active Listening
- Feeding Back
- Validating
- Reinforcing
- Accountability
- Owning your power: Blame vs. Responsibility
- Inspiring Awareness
- Powerful Questions: identifying the difference that makes the difference
- Safety vs risk Continuum
- Voting: with energy, money, time,
- Energy leaks: the hard stuff (what can't you be with), looking good, allowing mistakes, reframing failure.

Coaching in Practice –Coaching in Practice looks at Managing your Coaching Business. You'll develop practical strategies for handling your own business, and creating the Coaching practice you love. Plus, we'll cover more practical tools and strategies you can use with your clients in helping them stay on track with their goals and get results.

- Universal Cycles of Change
- Meta-Outcomes
- Backwards Planning

- Getting Client Feedback
- Testimonial Worksheet
- Best Business Practices
- Managing your Time
- Managing your Paperwork

Coaching with Mastery – This module focuses on the advanced Coach’s tool sets. Develop the ear for listening to what clients are really saying. Learn to identify underlying patterns, programs and filters that are getting in the way of your clients’ success. These tools can take your coaching practice way beyond goal setting and accountability. These are the keys to helping clients understand their actions and motivations with deep insight and discovering new empowering ways of moving forward.

- Meta - programs
- Understanding core issues and filters
- Introduction to Neurological Levels of Change (NLP tool)
- Layers of Motivations
- Understanding our Hidden Agendas

What is NLP? (Neuro-Linguistic Programming) has been referred to as “The User’s Guide to the Brain.” Neuro signifies the brain, Linguistic refers to Language, and Programming refers to our past history. Our brain, language patterns, and our past all collide to make our perception of the world. The choices available to us depend on what we perceive to be true. NLP can help clients quickly and effectively change their past “programming” ending cycles and patterns that may have been haunting them for years. NLP offers deep understanding of motivation, behavior, changing habits, patterns, and “programming.”

NLP offers effective tools and strategies for working with clients, helping them be more at choice in how they think and feel, and stay on track with their goals, getting the results they want. NLP can help end the inner struggle, create alignment and greater forward motion, help clients build momentum, and more. By understanding how the brain works, NLP offers strategies for engaging our own power over thoughts, feelings, emotions. You can choose how you want to be think and feel in any situation. NLP is truly empowering people to move their life forward, ending years of repeating patterns and struggle, helping clients create profound change. If you are considering a Coaching Program, we highly recommend one that incorporates NLP as the profound tools of effective change. NLP offers the keys to effective personal and professional change.

Other Coach Training Programs easily cost as much as \$3,000 - \$5,000! Finally, there is an easy and affordable way to get Quality Coach training that fits your budget!

Pricing Sheet

<i>Basics of Coaching.....</i>	<i>\$325</i>
<i>Coaching Fundamentals.....</i>	<i>\$325</i>
<i>Getting Started.....</i>	<i>\$325</i>
<i>Coaching Toolbox.....</i>	<i>\$325</i>
<i>Coaching in Practice.....</i>	<i>\$325</i>
<i>Coaching Mastery.....</i>	<i>\$325</i>

Each module is covered in 4 weekly classes by phone per month.

Calls will be recorded and can be downloaded for your Coaching library.

Modules may be purchased separately. Payment options can include monthly payments of \$325.

Special rate by paying in advance, only:.....\$1795!Savings of \$155!

We hope you will join us on the exciting career of Coaching and NLP Practitioner Training programs. Discover the tools to helping yourself and others make a real difference. Together, we can make a kinder, gentler world, inspire awareness, and help people move beyond struggling to achieving successful lives of health, happiness, balance, and success!

Call now for the next training dates available! 503-351-8021