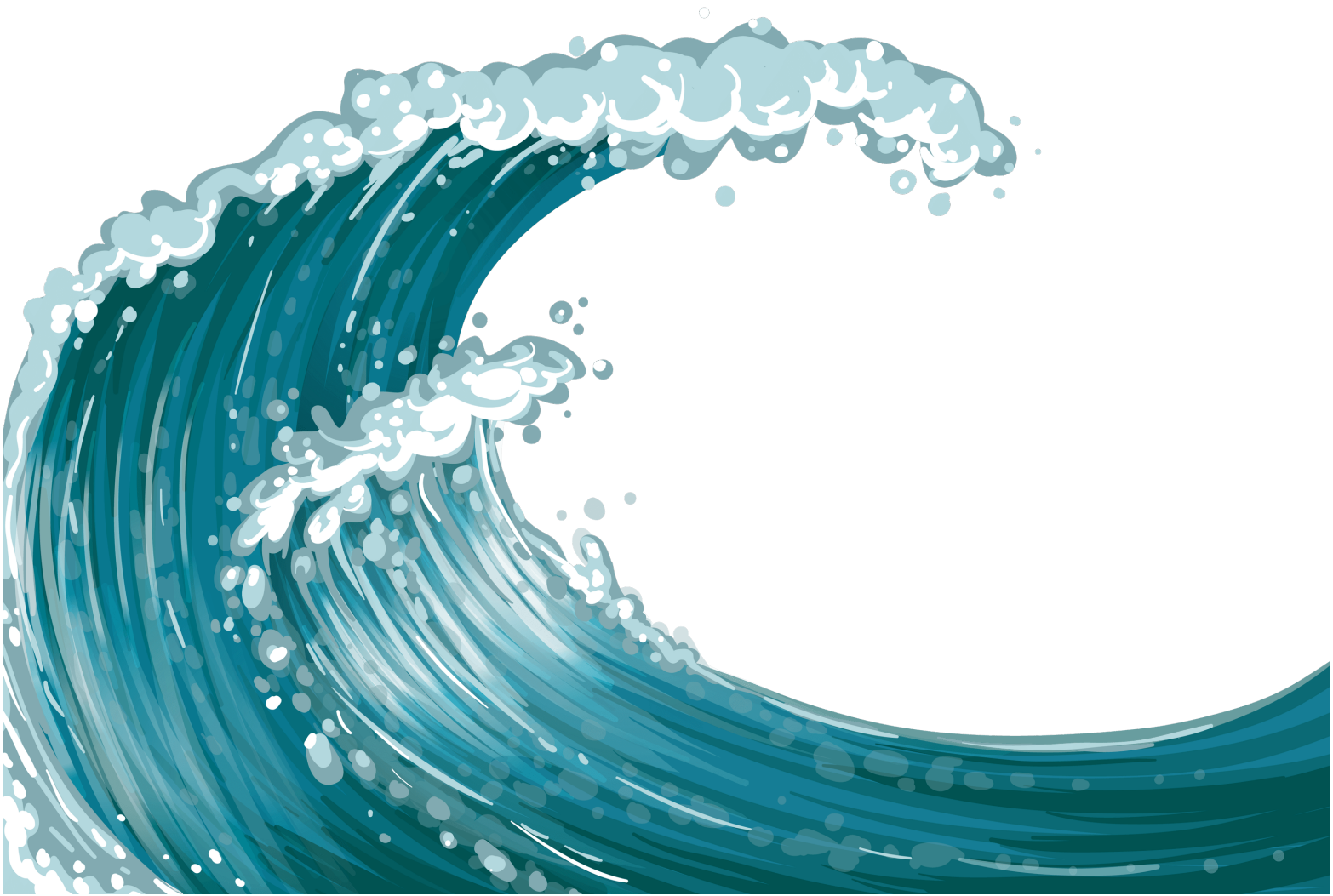


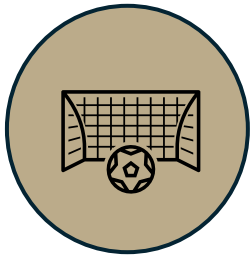
THE POWER OF CONNECTION

How to coach teams that





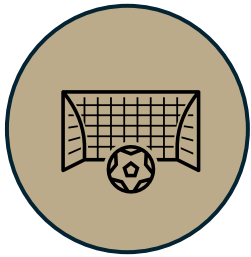
Coaching works best when



People understand the end goal AND their role in achieving it.



Coaching works best when

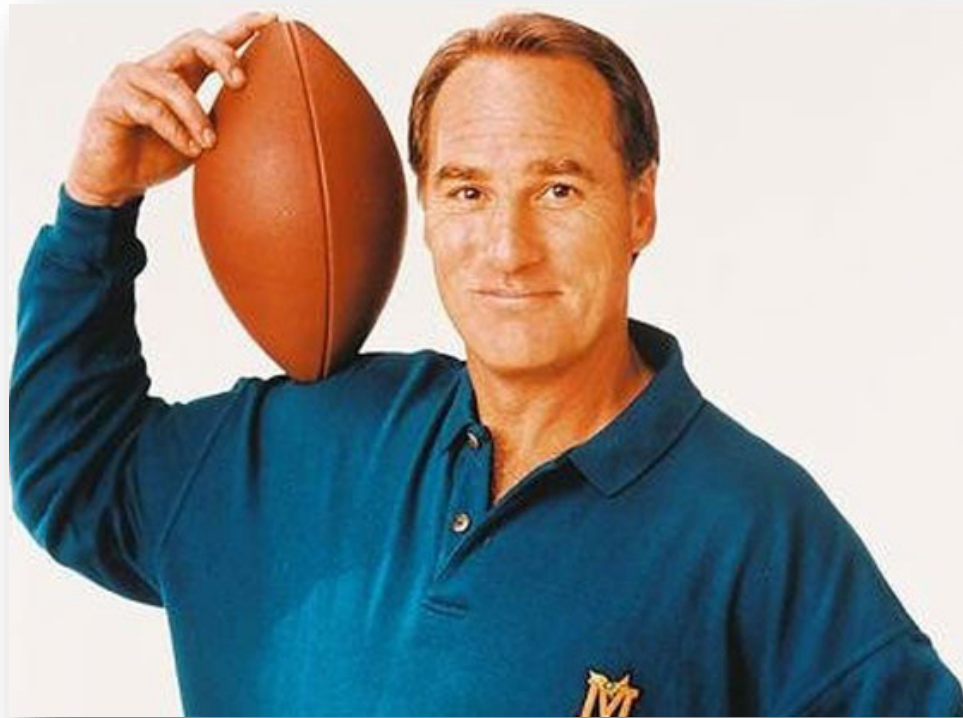


People understand the end goal AND their role in achieving it.



It's done through the lens of **really knowing and understanding your people**

Who's your head coach?





Coach sets the goals and strategy



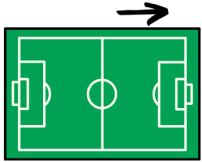
Team gives coach important intel about themselves



What is coaching?



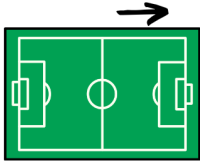
What is coaching?



Drives performance in the direction you want it to go.



What is coaching?

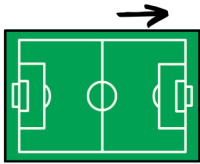


Drives performance in the direction you want it to go.



Demonstrates what success looks like.

What is coaching?



Drives performance in the direction you want it to go.

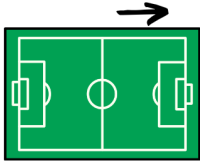


Demonstrates what success looks like.



Builds relationships.

What is coaching?



Drives performance in the direction you want it to go.



Demonstrates what success looks like.

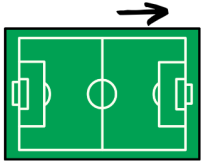


Builds relationships.



Empowers people.

What is coaching?



Drives performance in the direction you want it to go.



Demonstrates what success looks like.



Builds relationships.



Empowers people.



Feedback



Coaching

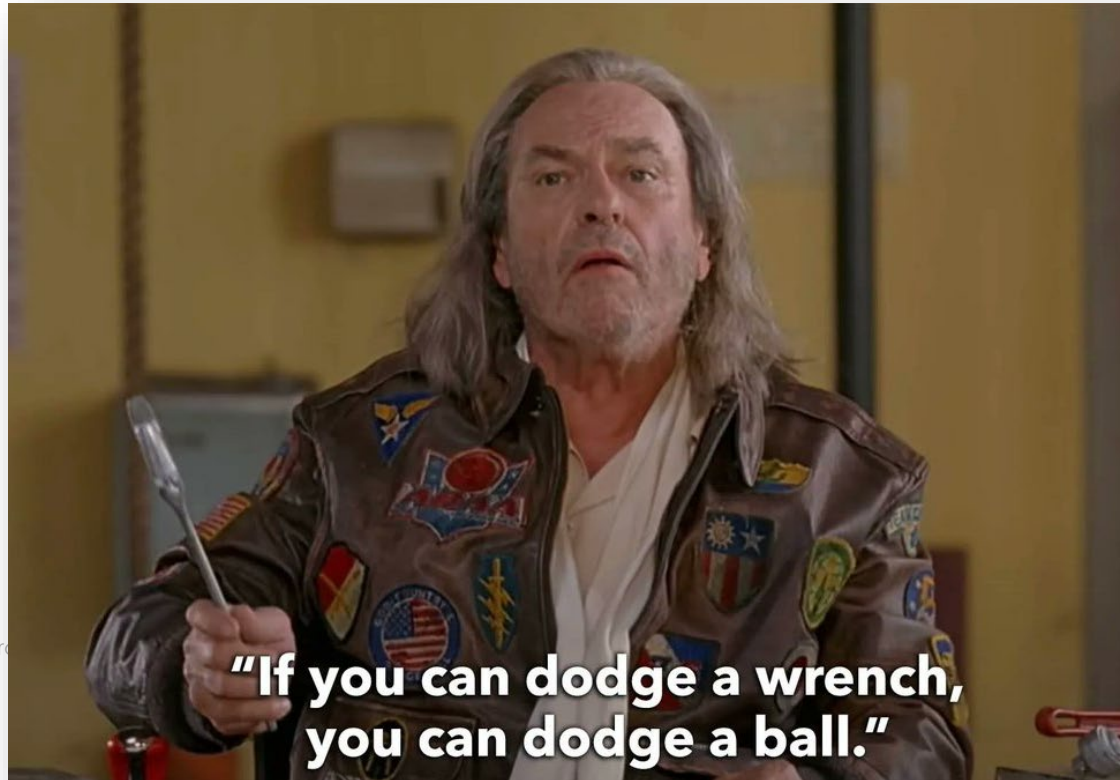




Feedback  Coaching



What is coaching NOT?



What is coaching NOT?



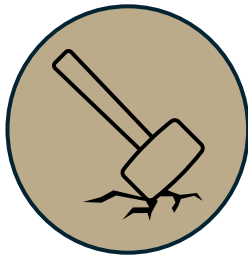
Forcing behavior changes.



What is coaching NOT?



Forcing behavior changes.



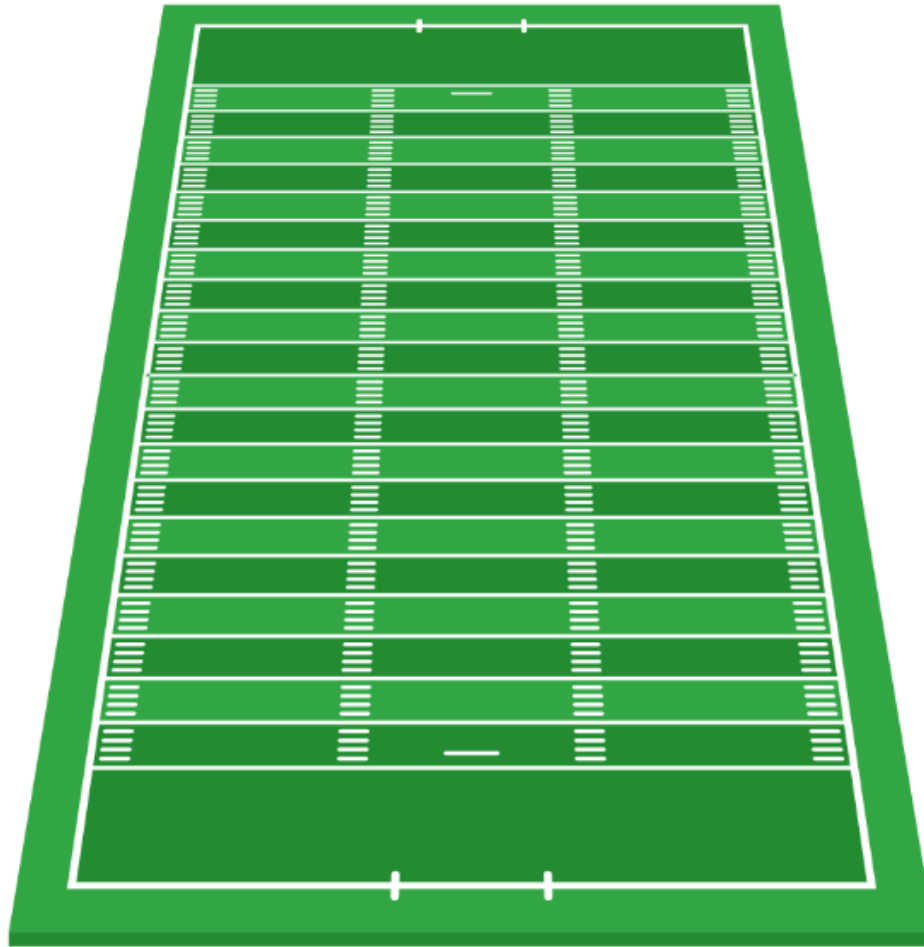
Discipline and punishment

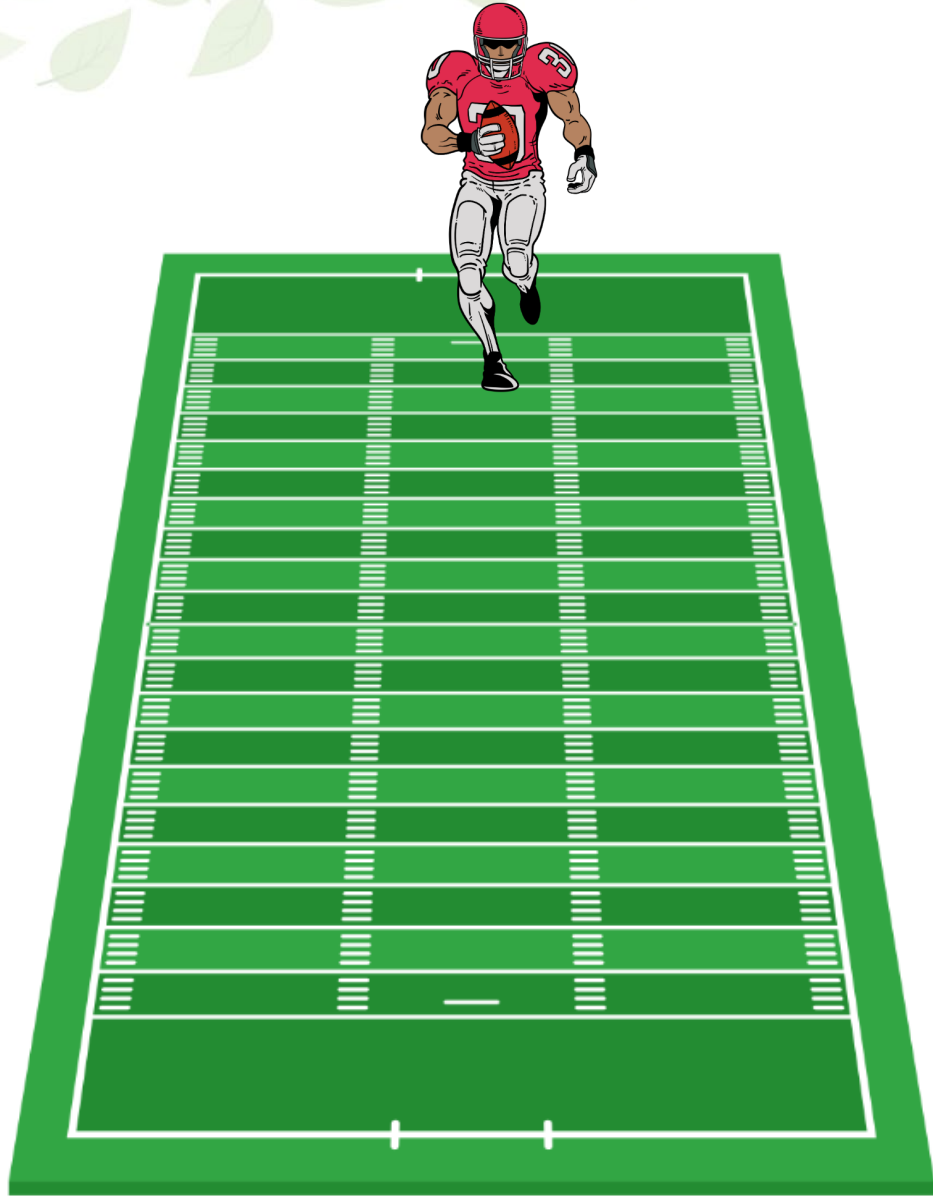


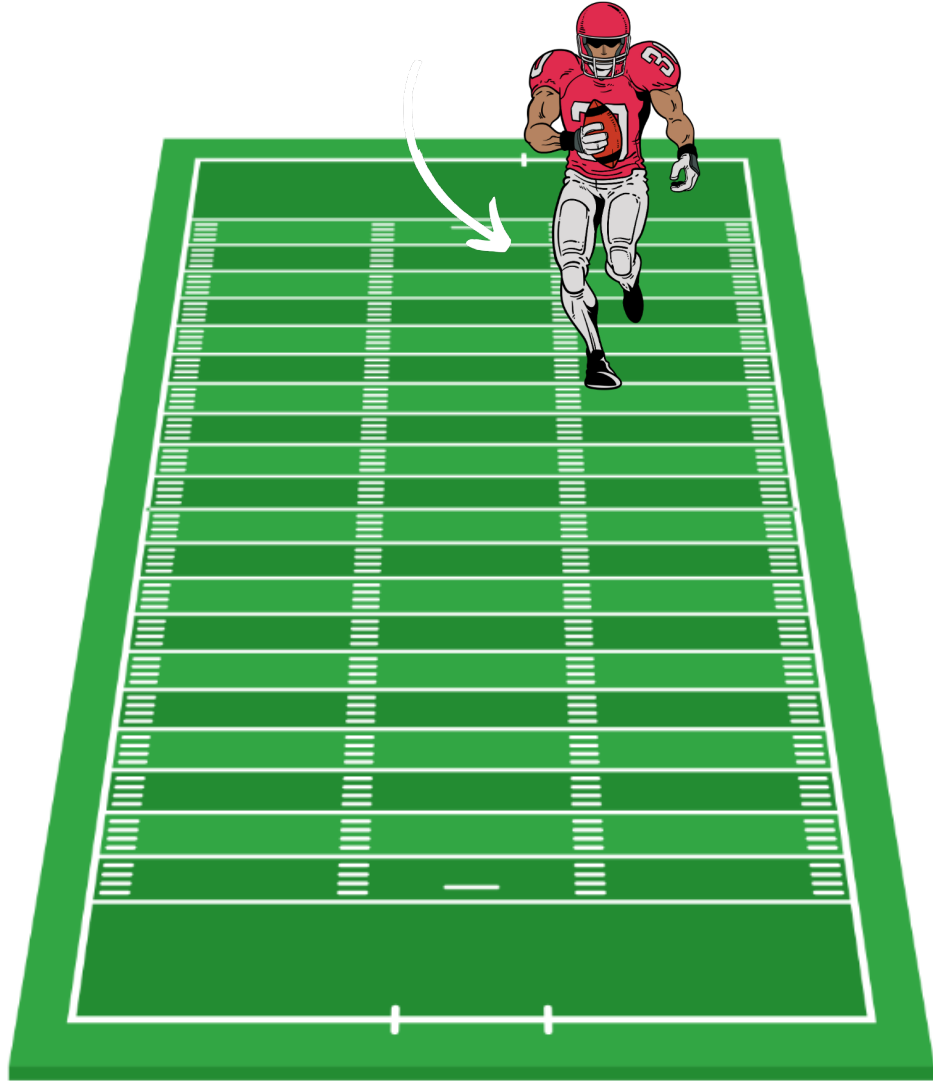
Why does coaching matter?

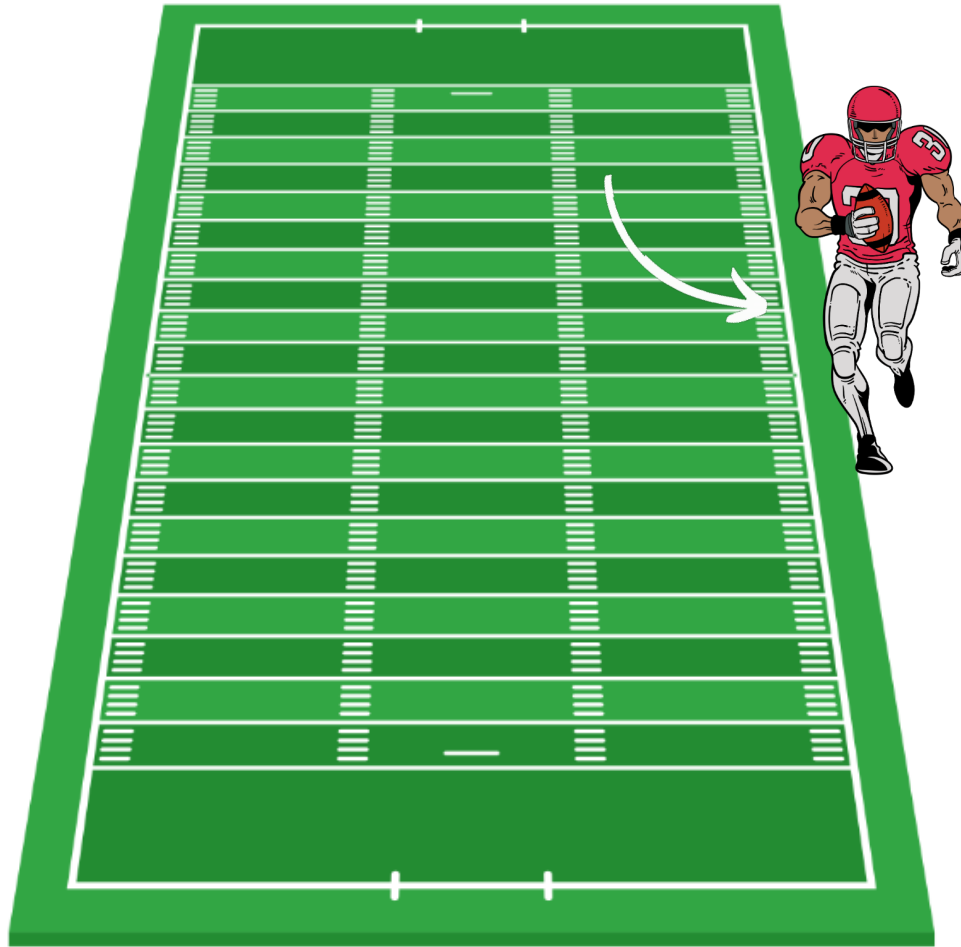


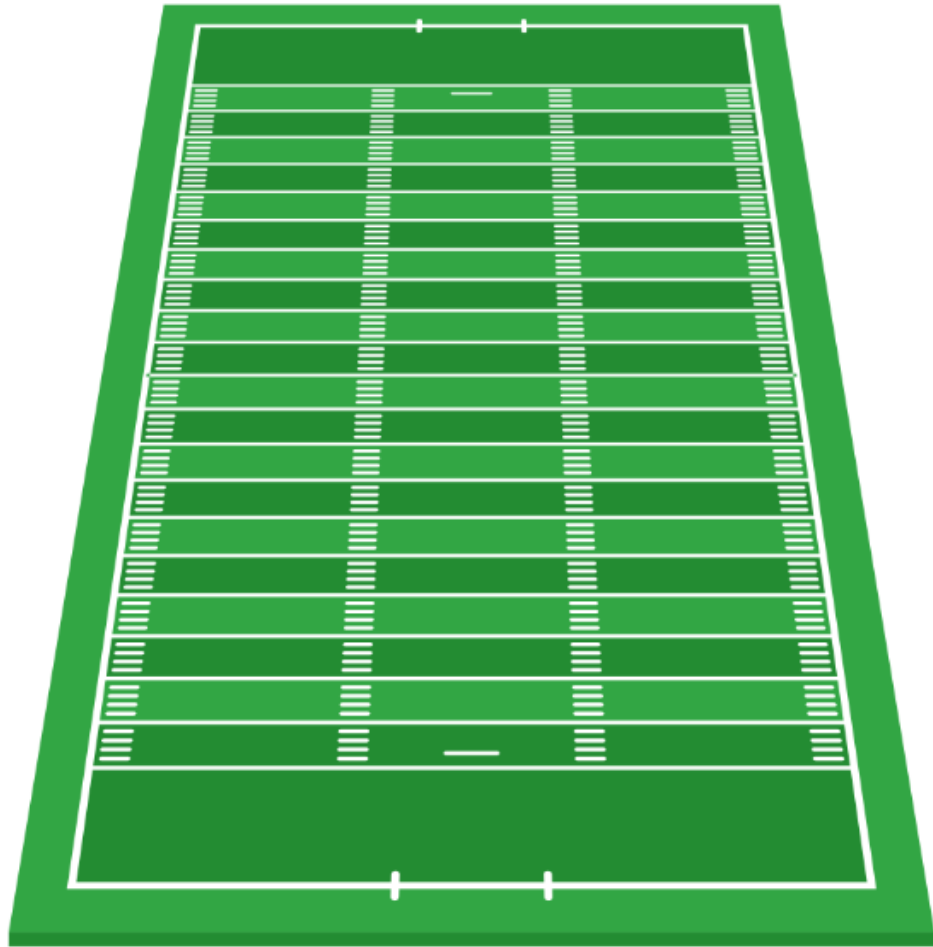


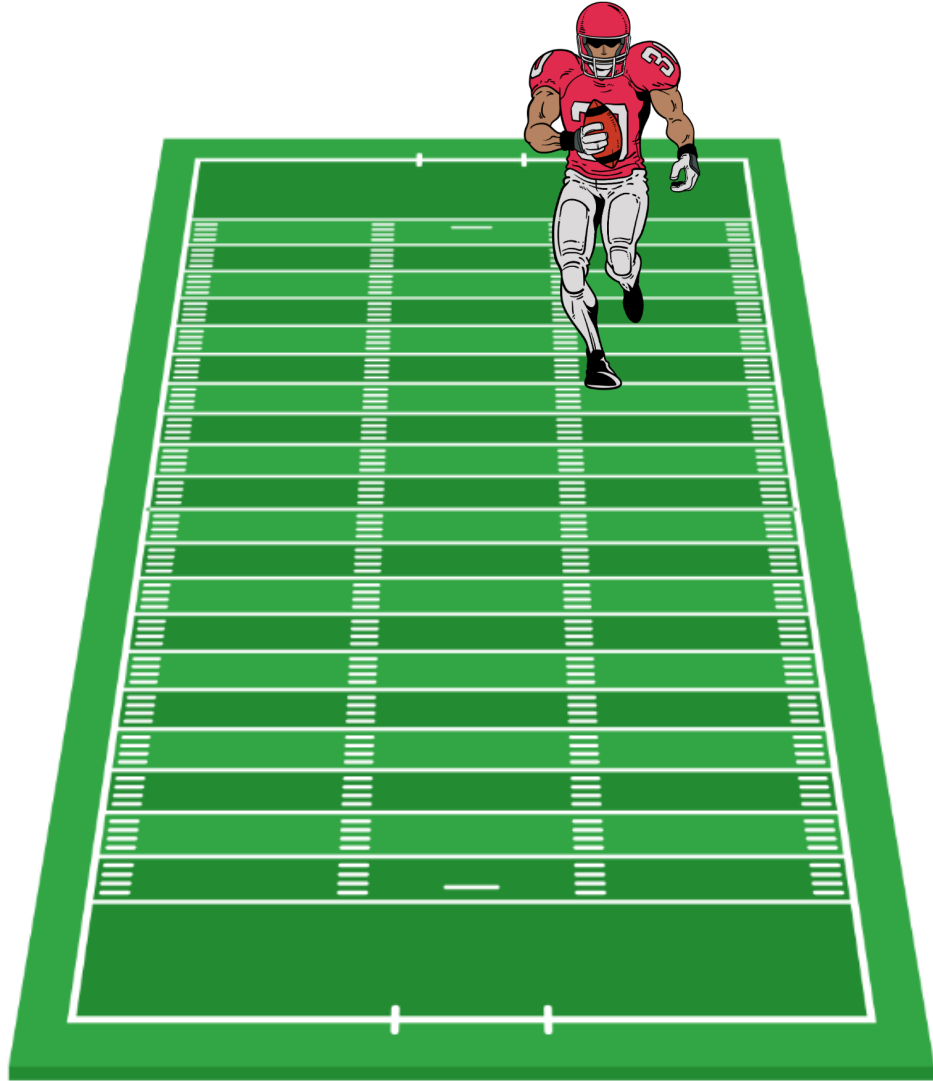


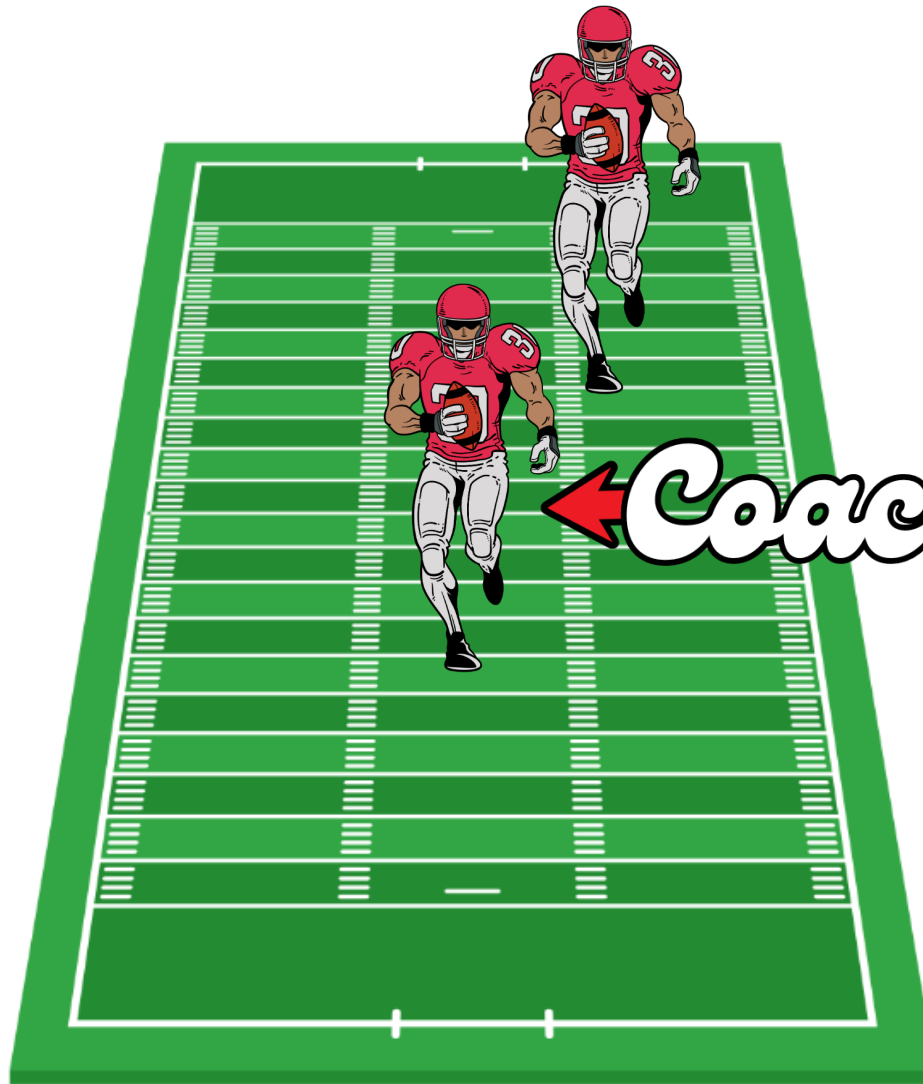


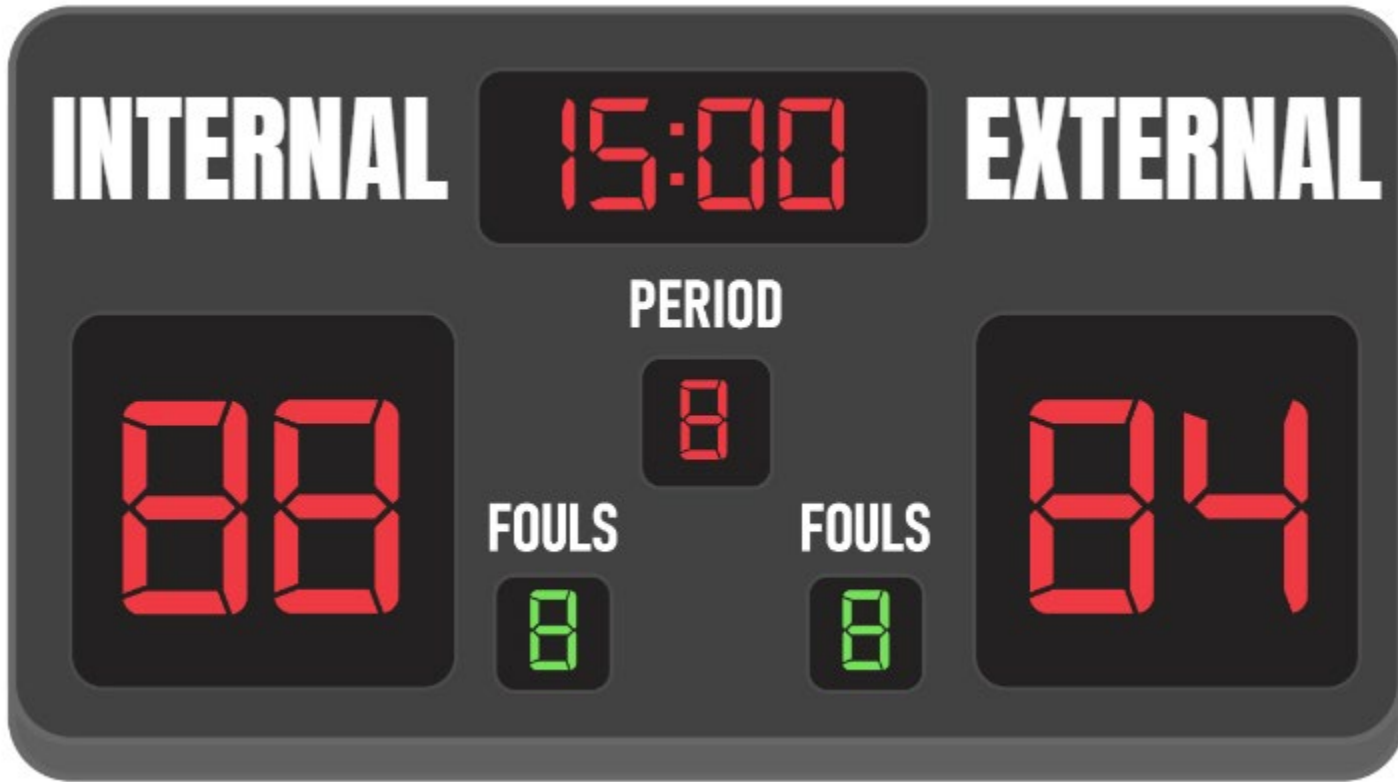














Why don't we coach more?



Why don't we coach more?



We want to be liked



Why don't we coach more?



We want to be liked



Jerks



Why don't we coach more?



We want to be liked



Jerks



Confrontation



Why don't we coach more?



We want to be liked



Jerks



Confrontation

~~Uncomfortable~~





Let's get comfortable...
with being uncomfortable





Let's get comfortable...
with being uncomfortable





Hand over heart



Hand over heart



Think “You are so worth knowing”



Hand over heart

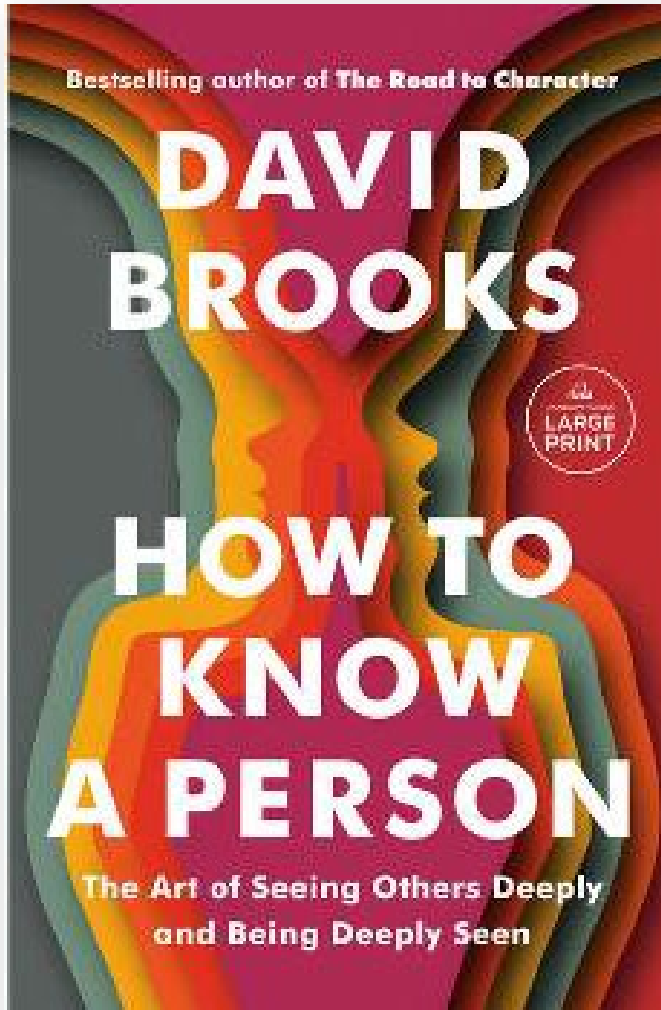


Think “You are so worth knowing”



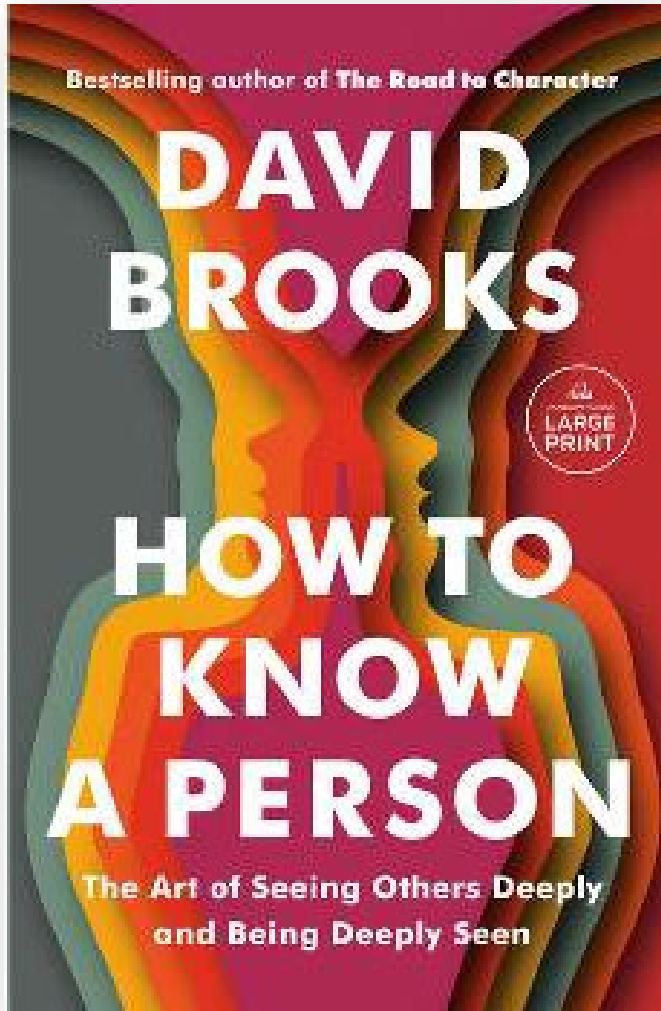
Resist the urge to talk



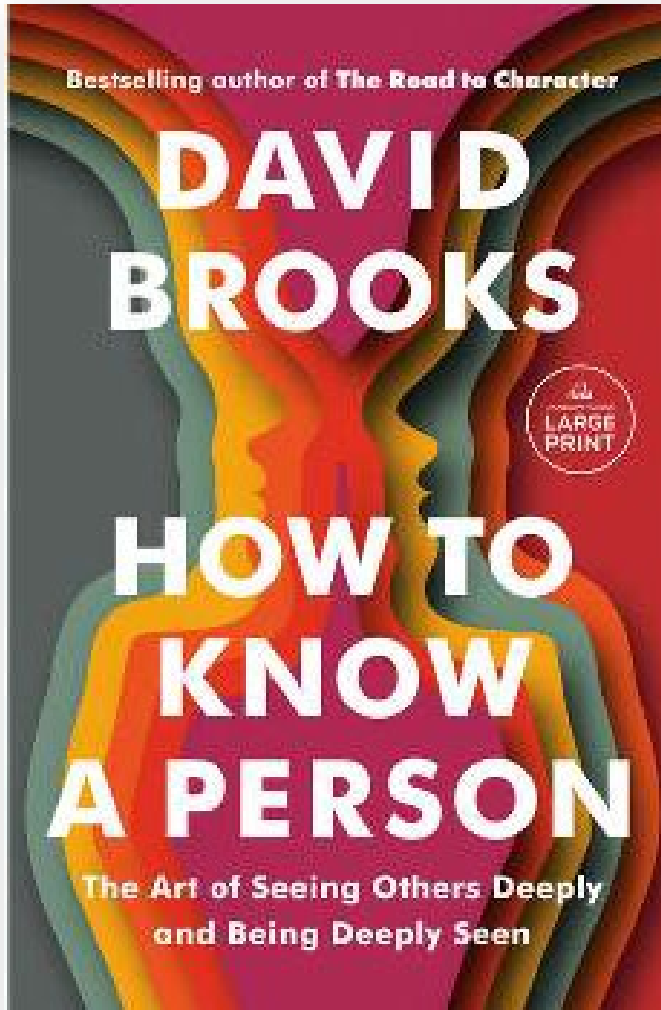


- See people more authentically
- Build deeper connections





S L A N T



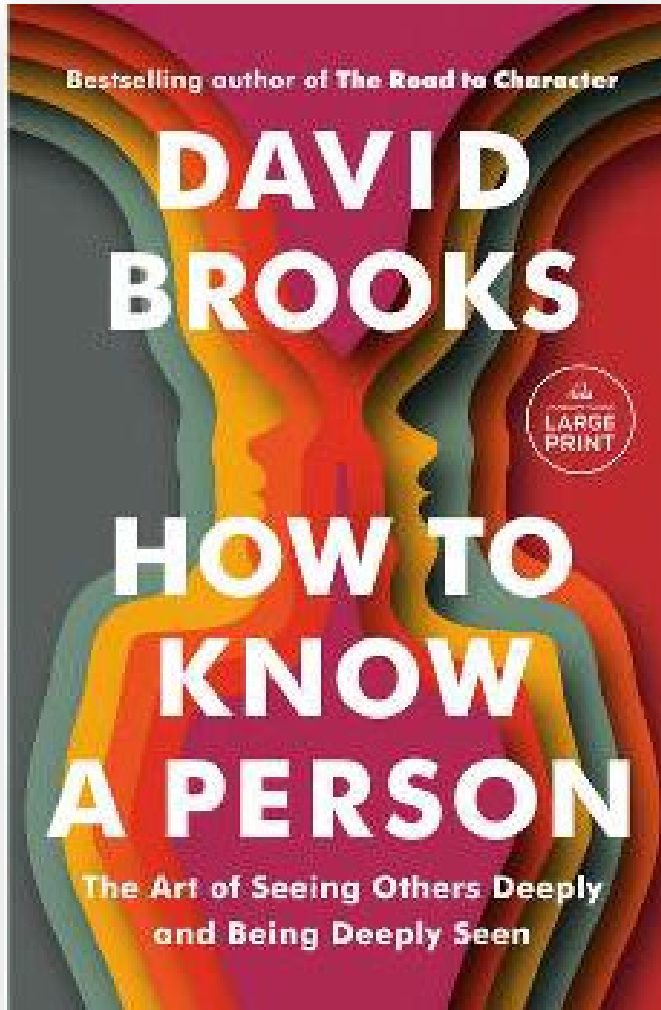
Sit up

Lean forward

Ask questions

Nod your head

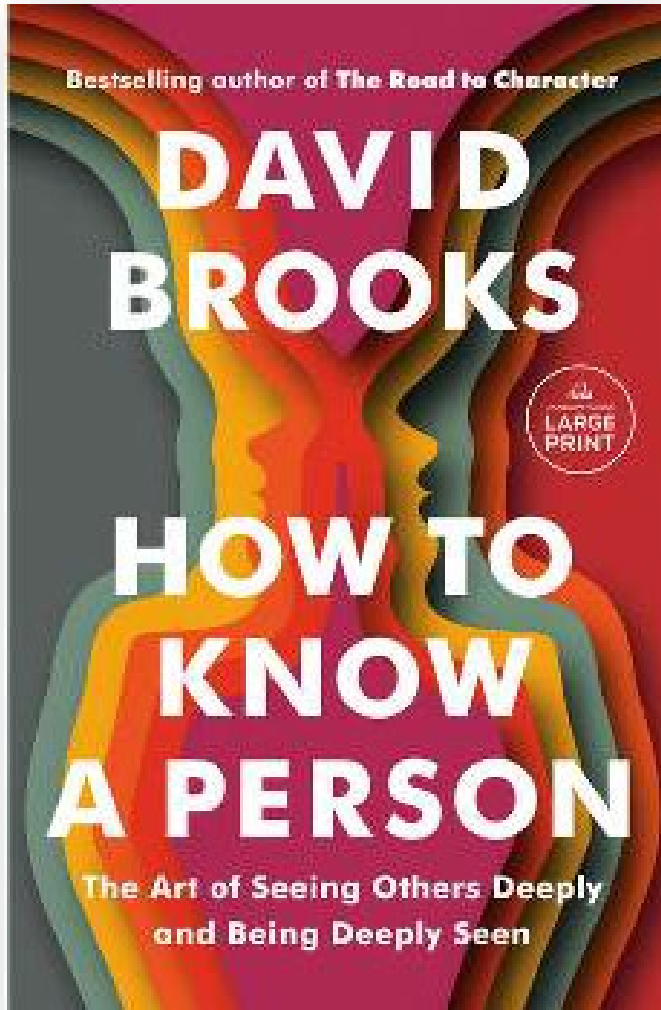
Track the speaker



Illuminators

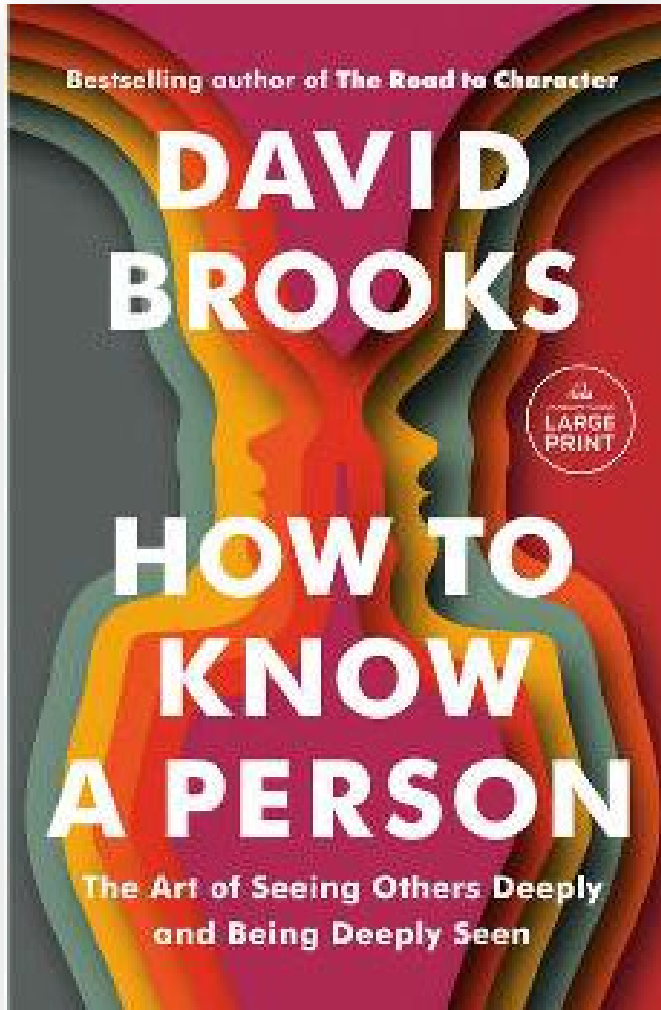
VS.

Diminishers



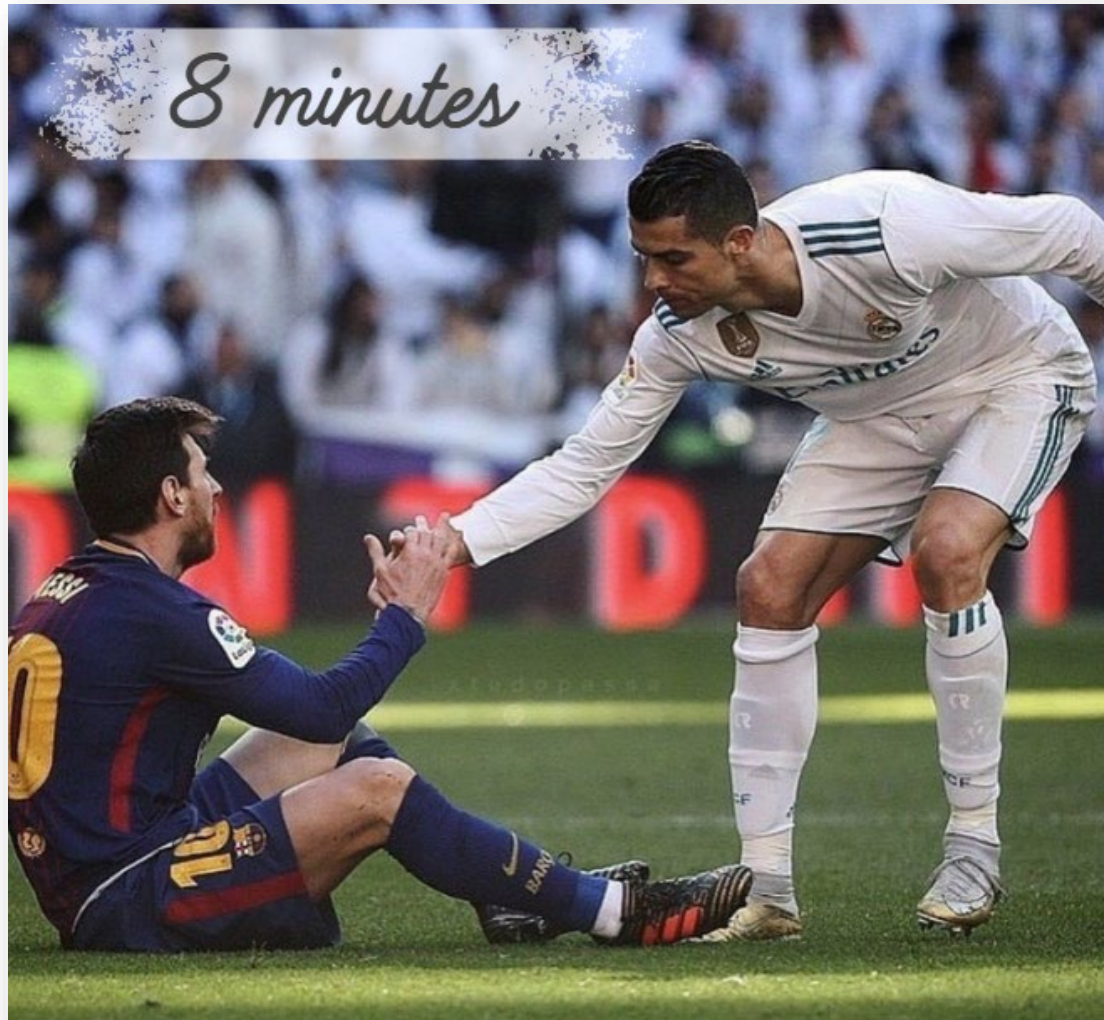
~~**DIMINISHERS**~~



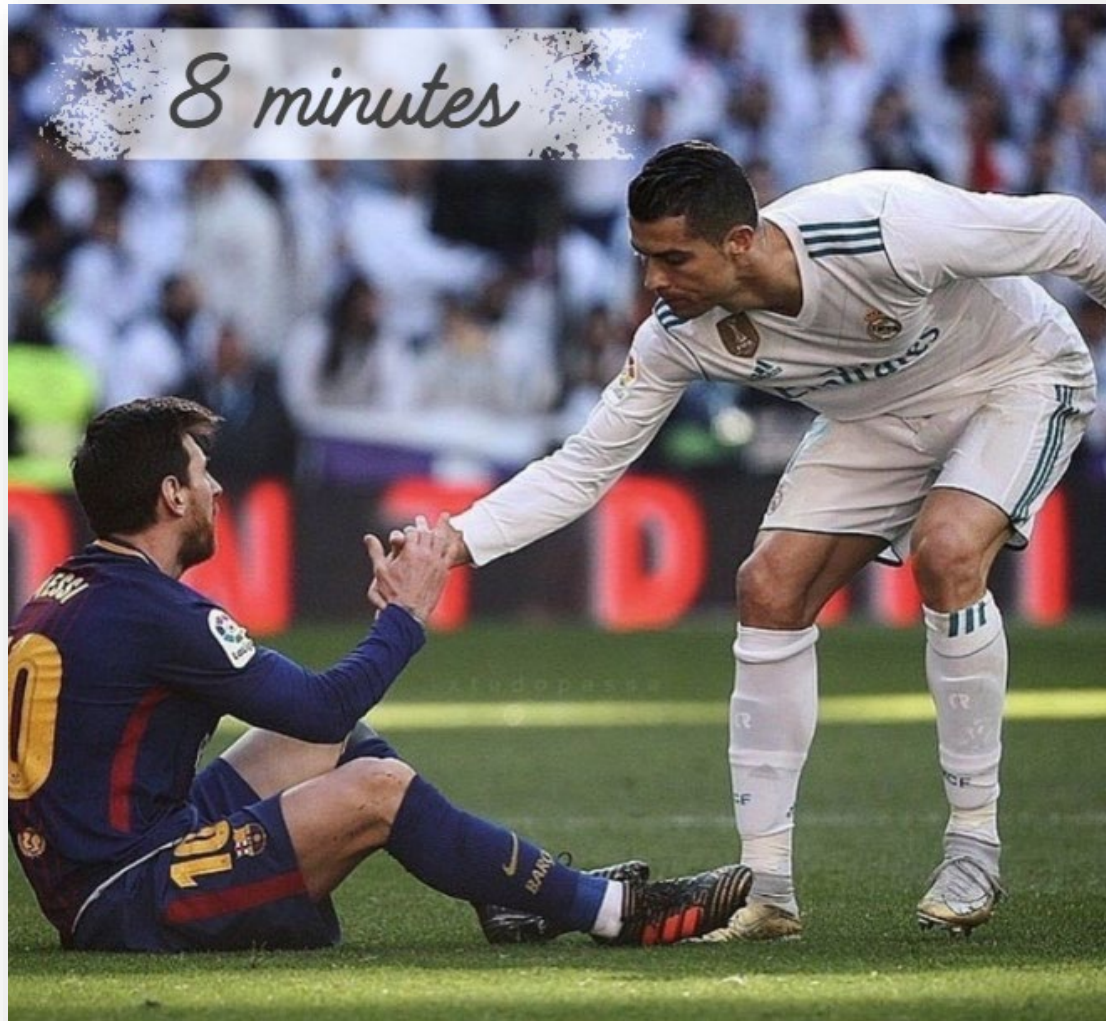


Illuminators









Activity

Get to know a person



Activity

Get to know a person



Activity

Get to know a person



BEACON ←

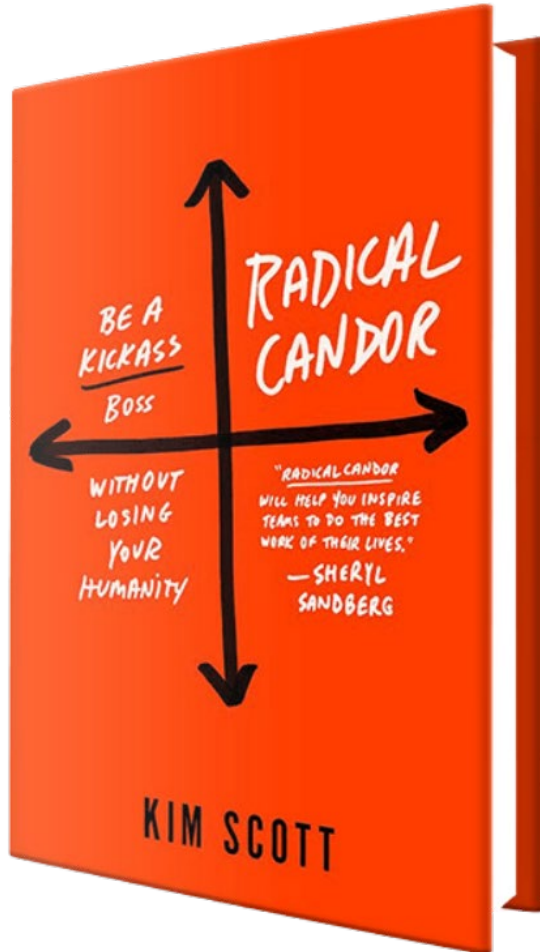
TO THE FUTURE



CARE PERSONALLY

**RADICAL
CANDOR**

CHALLENGE DIRECTLY





Conclusion



Conclusion



I'm fine.



Illuminate

