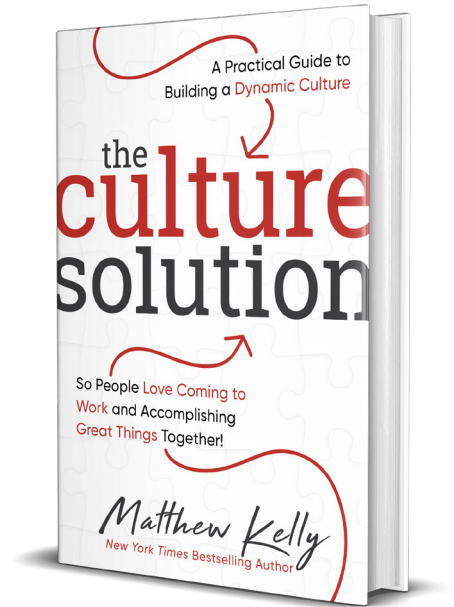


# 10 Steps to Becoming a Coaching Leader

“Nothing will have more impact on your culture than coaching. It is the silver bullet of Dynamic Cultures.”

*Matthew Kelly*



# 1

## **BE HONEST**

People need and deserve to know exactly where they stand. Honesty is the most admired quality in a leader.

# 2

## **PRIORITIZE COACHING**

The most important part of a leader's role is to grow people. If you want the best for your people and from your people, they need coaching.

# 3

## **CONNECT**

Allow people to know who you really are, little by little. Above all Communicate that you have the person's best interest at heart.

# 4

## **PREPARE**

Make sure you know beforehand what you want them to work on, and how you want them to grow and improve.

# 5

## **EXPLAIN THE WHAT & WHY**

Get beyond tasks and instructions, and help people really understand why we do things in a certain way.

# 6

## **ASK GREAT QUESTIONS**

The very best coaches use questions to teach powerfully. Ask questions that lead them to where they need to go.

7

**BE A GREAT LISTENER**

Don't do all the talking. Great coaches are really good listeners.

8

**INVITE FEEDBACK**

A coaching relationship thrives when leaders are comfortable giving feedback and team members are comfortable receiving it.

9

**ENCOURAGE PEOPLE**

The people we surround ourselves with either raise or lower our standards. They either help us to become the best version of ourselves or encourage us to become lesser versions of ourselves

10

**EXPLAIN THE WHAT & WHY**

Coaching is a great gift. Let those you coach know that this will serve them well not just now, at the organization, but for the rest of their lives wherever they go.

*a matthew kelly company*

**FLOYD**

we grow people.

**We would love to work with your team  
to create a Dynamic Culture**

info@floydconsulting.com • FloydConsulting.com

TRAINING • COACHING • SPEAKING • CONSULTING