

# Intensive Coach Training



## Everything you need to begin coaching

**DC area** Intensive Workshop on April 29, 30 and May 1, 2011 from 8:30am to 5:00pm Eastern Standard Time (EST)

PLUS 12 weekly teleconference calls from 2:00pm to 3:30pm EST on Thursday, May 5, 12, 19, 26, June 2, 9, 16, 23, Monday, June 27, Thursday, June 30, Monday, July 11 and Thursday, July 14, 2011.

## Lead Trainer: David Rock

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### About this ICF Accredited program

If you are interested in making a career change, building an additional revenue stream as a professional coach, or learning to coach others inside your organization, this is one of the coaching world's most respected and intensive training experiences.

The Intensive Coach Training Program is designed to give participants cutting-edge coaching skills, tools and resources to effectively coach others in any situation. The models at the core of the program draw on the hard science of how the brain works and provide practical, useful tools for improving other people's thinking and performance.

You will learn the principles behind each coaching technique and become confident in its effective use through regular practice with your fellow trainees and 'live' coaching clients.

### By the end of the course you will know how to:

- Build trust with your coachees
- Communicate effectively as a coach using a wide range of powerful questioning and listening techniques
- Create inspiring goals with your coachees using the Results Coaching Model
- Motivate your coachees to sustain progress towards their goals
- Create new awareness in your coachees on how to overcome any obstacles they encounter

You will also get practical experience delivering powerful trial sessions using the Results Coaching Model, enhancing your opportunities to develop your client base, either as an independent coach or a coach inside your organization.

### Benefits for participants attending this program:

- Learn to facilitate ongoing positive change
- Experiential training with **practical coaching skills** that can be used immediately
- A **proven coaching structure** for unlocking people's potential
- Skills for having **tough conversations**
- An ability to have **shorter conversations** with more impact
- New ways to **manage priorities**, worry less about details, and feel less overwhelmed
- **Improved relationships** with direct reports, peers, and supervisors
- Ongoing **free mentoring** after initial training is complete
- Access to a variety of additional **business tools and support services** post training



### A story from one of our coaches

*My journey to become a coach began as a Marketing Manager for a global beverage manufacturer. I was very well paid, quite overworked and for the most part, I loved what I was doing in my role that involved building brands and my team of brand managers. But there was something missing.*

*The fire in my belly I get when I am engaged in something I truly love doing had tapered down to a gentle simmer of embers. I felt like I could be giving, learning and receiving more.*

*After speaking with a Results Coach and understanding the real value of the training Results offer I enrolled in the ICT and I have never looked back. Once I was exposed to the tools and framework shared in the ICT, I became aware how acutely important and useful they were in both a business and wider life sense.*

*I took up the challenge given to the class by our trainers to start coaching straight away. This was instrumental in consolidating the learning and building confidence and experience as a coach! I continued to coach clients every spare minute I had outside of my full time job and made the decision to leave and pursue my own business full time.*

*After 3 months of resigning I had a full practice. Despite the dedication, focus and confidence I used, the experience was made all the richer by the support of a number of the more experienced coaches within the Results community.*

*Results Coaching offers outstanding trainers and an excellent coaching framework, dedicated mentors and fosters a growing and supportive community of coaches around the world.*

**Belinda Cordina**  
Results Certified Coach



International Coach Federation RCS offers an ICF Accredited Coach Training Program

[www.resultscoaches.com](http://www.resultscoaches.com)

# Course Overview

## Coaching communication skills

In the first part of the program, you'll explore some of the origins of coaching, looking specifically at contemporary neuroscience and its implications on coaching and facilitating change. You'll then move in to developing key coaching communication skills that will transform the way you communicate. Topics include:

- Think about thinking
- Listen for potential
- Speak with intent
- The Results Coaching Model
- The Dance of Insight
- CREATE new thinking
- Follow up with FEELING

## The processes of coaching

Once you have learned how to communicate like a coach, you'll move in to applying these new skills to key coaching processes. Topics include how to:

- Set powerful goals with your clients
- Establish a coaching relationship and build trust
- Develop strategies for success
- Get your clients into action
- Manage coaching sessions
- Manage progress and accountability
- Generate insights
- Work with habits
- Operate as a coach

## Live learning

By teleclass four, you will have learnt how to communicate like a coach within the Results coaching framework so that you can start working with clients outside of class. This is an integral part of the learning experience.

In this program you'll also complete one coaching observed session assignment and one live assessment with a qualified Results Assessor. Both these exercises will give you a solid understanding of your progress in the course and will build your confidence as a coach.

## What you get

- Results Certificate of Coaching Skills (upon successful completion of all elements of the program)
- 3 day intensive workshop
- 12 x 1.25 hour teleclasses
- A feedback report on your observed session coaching assignment
- A live coaching assessment with a Results Assessor
- 600 page manual
- Coach and client materials to use in your coaching practice
- Free ongoing mentoring for life
- Access to our online coach only Resources section
- Community groups and networking events
- Access to all the support services available to Results Coaches

## Feedback from previous students

*"What I really liked about the course was the perfect balance struck between offering a structured coaching methodology and a more intuitive approach driving at clients' insights."*

Clara Seeger, Certified Coach

*"Thanks for excellent coaching and teaching at the ICT and in the teleclasses. This is one of the best designed learning experiences I have ever been in. I do see the benefit of integrating the brain science with the training. My recent client is also benefiting."*

Calgary ICT participant

*"I conducted a complimentary session today, with my first director level client. My client was delighted with the coaching outcome. Thank you Results for your excellent training. The hard work and investment has really paid off!"*

Beverley Anderson, Coach

*"I'm very proud to be a Results coach, and I think others are too – I've noticed that whereas other coaches don't talk about their training school unless asked, Results coaches are most likely to introduce themselves as a Results coach. That's an achievement."*

Cally Robson, Certified Coach

*"We covered an amazing amount in a relatively short time. So time management and design of the course were excellent. Compressed a lot of learning & growth in short time."*

New York ICT Participant

*"The course was excellent – my expectations were exceeded. Free ongoing mentoring is a real plus. The fact that inside three months students are actively coaching underpins the power and quality of Results Coaching."*

Sydney ICT Participant

*"The Intensive Coach Training Program by RCS is the best training I have come across in my 22 year career. The program has given a different dimension to my professional life."*

Bangalore ICT Participant