The Total Leader®

EFFECTIVE COACHING AND EMPOWERMENT™

LMI®
LEADERSHIP MANAGEMENT® INTERNATIONAL
INCORPORATED

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EFFECTIVE COACHING AND EMPOWERMENT

LMI's C.O.A.C.H. process can help you increase effectiveness and efficiency by:

- Motivating others to take initiative and reach important goals
- Tapping into your team members' creativity and innovation
- Inspiring individuals to share their ideas for reaching critical goals
- Creating competitive advantages by maximizing each person's talents
- Freeing your own time to focus on activities with the highest payoff
- Making people at work and at home feel valued and seen

LESSON ONE: COACHING FOR EMPOWERMENT

Benefits of Empowerment

Empowering Yourself

The Power of Positive Expectancy

Achieving True Empowerment

External Commitment

Internal Commitment —
  Motivation Through Attitude

Understanding Individual Needs

Coaching Leadership

Overcoming Obstacles to Empowerment

The C.O.A.C.H. Process

LESSON TWO: CONNECTION

Leadership is a Relationship

Connection is Built on Care

Caring Communication

Care Comes from Understanding

Levels of Listening

Attitudes for Effective Listening

Understanding is the Result of Curiosity

Getting People to Talk

Connection as the Basis for
  Effective Coaching

Connection — the Ultimate Human Bond

Benefits of Connection

LESSON THREE: OBJECTIVE

Lead Through Goals and Values
Focus on Priorities
Understand the Power of Setting Goals
Start Setting Objectives
Coach and Empower Through Goal Setting
Encourage the Total Person
Help Team Members Become Goal Directed
The Choice is Yours

LESSON FOUR: ACTION PLAN

Coaching Team Members to Develop an Action Plan
Developing a Plan of Action
Lead by Example

LESSON FIVE: COMMITMENT

Mutual Commitment
How to Build Commitment
Developing the Attitude of Commitment
Changing Attitudes
Helping Others Grow and Change
Attitude is Everything!

LESSON SIX: HELP

Principles of Feedback
Helping Team Members Overcome
  Empowerment Blocks
Low Self-image
Low Achievement Drive
The Coaching Challenge
The Power of Effective Coaching and Empowerment