Quick Coaching Tips + Tools for Advisors

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COACHING MODEL

Ask + Listen
“What brings you in today?"

Affirm + Empower
“Looks like you’ve got a good start”

Gain Clarification
“Tell me more about…”

Ask Permission
“Would it be ok if we…?”

Co-Explore

Small Loops
Co-Explore

- Offer resources, ideas, help in solving problems
- You don’t have to have all the right answers
- Learn with the student
- Ask questions & explore possible answers
Small Loops

- Less ‘dumping’ more listening
- Share small chunks of information at a time
- Invite student to:
  - Absorb
  - Ask questions
  - Repeat information back to you