

THE POWER PLAY OF THE WEEK

Shareable action-oriented ideas to help grow your business
and your leadership team.

THE PLAY OF THE WEEK

I strongly believe in the power of coaching.

I know you might be thinking: “Of course a coach would say that.”

The truth is.... one of the best investments I have made in myself for the past 17 years is hiring coaches to support me and see a future that I couldn't see on my own.

I am grateful for their support, and I wouldn't be where I am today without having great coaches in my corner.

GET ON THE ICE

Great leaders are great coaches.

But I often hear leaders in business say: “*But I am not a coach?*”

I hear you, and there is an exceptional short book written by *Michael Bungay Stanier* called: “**The Coaching Habit**” that should be on the desk of every leader.

Here are Michael's 7 Essential Coaching questions:

1. The Kickstart Question: *What's on your mind?*
2. The AWE Question: *And what else?*
3. The Focus Question: *What's the real challenge here for you?*
4. The Foundation Question: *What do you want?*
5. The Lazy Question: *How can I help?*
6. The Strategic Question: *If you're saying Yes to this, what are you saying No to?*
7. The Learning Question: *What was most useful for you?*

QUOTE OF THE WEEK

“This is why, in a nutshell, advice is overrated. I can tell you something, and it's got a limited chance of making its way into your brain's hippocampus, the region that encodes memory. If I can ask you a question and you generate the answer yourself, the odds increase substantially.”

— **Michael Bungay Stanier**, *The Coaching Habit: Say Less, Ask More & Change the Way You Lead Forever*