

The Anatomy of The First Coaching Session

Introduction

The goal of your first coaching session is to take in information about your client so you can better serve them.

- **Free Consultation or First Session**

Decide beforehand whether you'll offer a free initial consultation or take in this information during the first actual session. The free consultation can actually be part of your sales process. Make sure the client understands this process.

- **Self-Assessment Worksheet**

During this initial consultation, go through the client's self-assessment worksheet with them.

- **Responsibilities and Expectations**

Clearly outline the responsibilities and expectations of both the client and the coach.

- **Measuring Progress**

Establish a way to measure progress so the client can see how far they've come.

- **Session Details**

Nail down specifics about the sessions such as length, frequency, etc.

Conclusion

None of this should be set in stone as sometimes circumstances change.