

Tips for Taking Action – How You Can Help Your Coaching Clients Succeed

Introduction

Your coaching sessions should define the right actions for your client to take and motivate the client to take them.

- **Client-Generated Steps**

Ask the client to generate the steps that need to be taken because this increases the likelihood that they will.

- **Verbalize It**

Use language that makes the step official and ask the client to do the same. Put it in writing as well.

- **Little Reminders**

You may choose to send your client email reminders to keep them motivated.

- **Getting Stuck**

Create a plan for dealing with problems and missed deadlines.

- **Encouraging but Firm**

Be strict because you want them to attain their goals.

- **Reward and Acknowledge**

Give the client plenty of praise for all of their little successes.

Conclusion

Avoid equivocal language such as 'should' or 'ought to' and replace it with more decisive language such as 'will.'