The Magic Key: Using a Coach Approach
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Presenter: Edy Nash, CEO
Thank you!

- Lori Corley
- Misty Crosby
- Mark Farley
- Chris McKinney
- Joe McKinney
- Martha Shickle
A BOLD Statement

Coaching can be the most valuable tool any manager or leader has available to improve performance, increase productivity and enhance relationships.
If coaching is such a great tool, why don’t managers and leaders use it more?
#1 Reason

I don’t have TIME!
#2 Reason

I don’t know how to do it.
What is your definition of coaching?
Definition of Coaching

The International Coach Federation (ICF) defines coaching as partnering with clients in a thought-provoking and creative process that inspires them to maximize their personal and professional potential.
A Coach Approach

- More listening and less talking
- More asking and less telling
- More curiosity and less advice-giving

~ Michael Bungay Stanier, The Coaching Habit
I don’t coach more because...

I love to give advice!
The Drama Triangle
The Persecutor
The Rescuer
The Drama Triangle (IRL)
The Drama Triangle (IRL)

What’s your default role?
When __________________------ happens,

instead of ________________________,

I will ________________________________.
What’s your favorite coaching question?

My favorite is AWEsome!

And What Else?
What are the benefits to you if you:

- Listen more and talk less?
- Ask more and tell less?
- Become more curious and less advice-giving?
Using a coach approach will...

- Reduce your team’s over dependence on you.
- Reduce your sense of overwhelm.
- Reduce your sense of disconnection.
What was most useful for you today?
Free Gift

My Favorite Coaching Questions

1. Text “Coaching” to 1-202-410-4202
2. Follow the prompts and text your email address and name.
3. Watch your inbox for an email message from me.
4. Read the email and then scroll down to the very bottom and click the button to get the questions.
5. For more resources and support, click on the link to my TimeTrade calendar and schedule a time to talk.
Thank you!

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