

COACHING GUIDE MODULE 3

LESSON 5: UNDERSTANDING THE DOER STYLE

In this lesson, you will obtain a full understanding of the DOER Style. What it means. Why it matters. And how to use it as part of your toolbox to communicate, lead and influence others more effectively and with more confidence.

STEP ONE: LISTEN TO THE ENTIRE VIDEO FIRST...then complete the exercise below in your journal or notebook.

EXERCISE 1: If you are a **DOER** ...

1. What observations do you have about yourself?
2. What specific things that you heard in the video resonated most or seem right on target for you?
3. What specific things that you heard in the video resonated least or seems less relevant to you. And why?
4. What is something you love about you and your style?
5. What is something that can sometimes be challenging for you with your style?
6. What are your biggest ahas or take-aways?
7. What is the thing that most delights you about yourself and your style?
8. What are 1-2 next steps you will take with this information you now have, if any?

If you **KNOW SOMEONE WHO IS** a **DOER** ...

1. Who *at work* do you think might be a DOER?
2. Knowing what you now know about DOERS, is there something you can do to influence or manage the relationship with this person(s) more effectively?
3. Who do you know in your *personal* life who might be a DOER?
4. Knowing what you now know about DOERS, is there something you can do to influence or manage the relationship with this person(s) more effectively?
5. Are there 1-2 specific steps you would like to take with the information you know have?

FOLLOW UP

Want more help understanding what this all means and how it relates to where you are or where you're going, reach out to me at Wendy Capland, wcapland@visionquestconsulting.com to schedule a one hour 1:1 Coaching Session. Investment-\$500.