

# COACHING GUIDE MODULE 3

## LESSON 6: PULLING IT ALL TOGETHER, STRATEGIES, NEXT STEPS

Now that you have a better understanding of your unique style you will be better able to influence, negotiate, talk about hard things, ask for anything, and position yourself to handle challenging conversations with anyone in a variety of settings...even at home. This Coaching Guide will help you pull together what this all means, why it matters, and how to start right now to strategically use the information you have learned. At the completion of this Coaching Guide, you will have an action plan to implement to help you further clarify your next steps.

Use a notebook or journal to complete the answers in the exercise below. Reflect back on Lessons 1-5 to give you additional ideas and insights.

### MEANINGFUL QUESTIONS THAT MATTER

- What did you learn that was most impactful or useful?
- What are your biggest ahas or take-aways?
- What did you learn about yourself that delighted you most?

### EXERCISE: ACTION PLAN

1. List 3 actions you will take in the next 30 days. Be as specific as you can and make sure you put in a 'by when' date for each action. Example 1: I will construct every email starting today with all four styles present. Example 2: I will present my case to be funded for coaching to my boss by next Friday, using his analyzer style as the predominant style. Therefore, I will talk to him and at the same time, give him something in writing to look at that is structured, bulleted and outline format with 2-3 options to select from (all of them are ones I like so it doesn't matter to me which one he selects).

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2. List 1 or 2 key practices that will support you in taking the actions above. A practice is something you may not be good at yet but need in order to get to where you want. Example 1: I will start asking others when I am trying to inform, get agreement or influence an outcome, what resonated best about my argument or proposal so that I can start to determine which style area has the most influence over them. I can then use this approach again and again with the same person.
3. List specifically who in your network of support will you ask to help you keep your commitments to your action plan. Identify at least 2 people.

### **FOLLOW UP**

If you want more help moving yourself forward faster, reach out to me at Wendy Capland, [wcapland@visionquestconsulting.com](mailto:wcapland@visionquestconsulting.com) to schedule a one hour 1:1 Coaching Session. Investment-\$500.