

Life Strategy Coaching



If you've ever felt like your life isn't going the way you want it to, you're not alone. Maybe you lost a big account you thought you should have gotten, or perhaps someone else got a promotion you thought you deserved. Or maybe you just feel like you could be more successful and enjoy life more, but you don't know how.

These kinds of things don't just happen to others. They happen to successful people like you and your team members, and they happen more often than you might think. That's why Life Strategy Coaching is one of the fastest growing types of coaching. People are turning to it for the same reasons professional athletes have personal coaches. They want to *be better* and *get better* at what they do.

Life Strategy Coaching is a methodical process designed to help you develop a challenging and workable plan for your personal and professional life. People without a clear sense of life direction tend to be reactive rather than proactive, bounced along by outside forces over which they have little or no control.

Communicate to Connect uses a combination of diagnostic tools and strategic one-on-one coaching to guide you to discover where you are currently, project your future growth and direction, and plan how to maximize your success and fulfillment.

The Life Strategy Coaching process is centered on finding answers to four questions:

1. What is my current status?

Life Strategy Coaching begins with a current assessment of a person's life. Early in the process, we introduce the five life domains that make up each person's life. We discuss what's happening in each domain plus your objectives for each do-

main.

We use a highly introspective tool called Four Helpful Lists to determine what's right, what's wrong, what's missing, and what's confused in your life. This part of the process usually leads to surprising results.

Another tool we use to discover your current status is the Turning Points Profile, which analyzes incrementally the defining moments of your life in each of the five life domains.

TURNING POINTS IN MY LIFE												
	1. Education					2. Career						
DATE:												
AGE:	7	10	13	16	17	20	24	27	30	34	37	41
1. Education												
2. Career												
3. Family												
4. Health												
5. Wealth												

This results in a uniquely visual perspective of your life to that point.

Discovery is very meaningful at this stage because significant patterns and trends which have gone virtually unnoticed often begin to emerge. These patterns and trends explain why

you are where you are and where you are likely to end up without a change of direction.

2. What are my strengths?

A key element in building a life plan is knowing the facts, traits and qualities that define a person. This requires a thorough and accurate assessment of a person's talents. This is critical to both individuals and companies because people make the greatest contribution when they are exercising their talents and strengths.

We use a Talent Search Grid to guide you to examine nine strategic life factors, each of which reveals clues to your talents. The nine factors include such things as passions, characteristics, qualities and achievements. For many, this part of the process leads to the most accurate understanding they have ever had of their strengths, abilities and who they really are.

Talent Search		
FACTORS	SPECIFIC EVIDENCE	LIFE DOMAIN CLUES
Passions		PERSONAL
Characteristics		FAMILY
Qualities		PROFESSIONAL
Achievements		SPONSOR
Strengths		COMMITMENT
Weaknesses		
Goals		
Values		
Interests		
Skills		
Attitudes		
Beliefs		
Preferences		
Needs		
Desires		
Aspirations		
Expectations		
Wishes		
Hopes		
Dreams		
Goals		
Objectives		
Intentions		
Plans		
Commitments		
Responsibilities		
Obligations		
Accountabilities		
Tasks		
Projects		
Initiatives		
Activities		
Behaviors		
Attitudes		
Beliefs		
Values		
Preferences		
Needs		
Desires		
Aspirations		
Expectations		
Wishes		
Hopes		
Dreams		

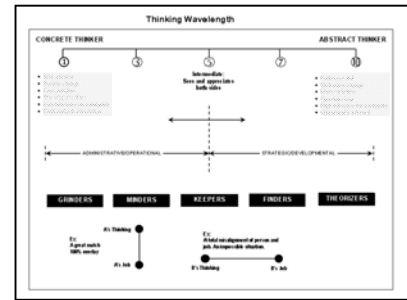
3. How do I think?

A major "aha!" moment usually occurs when we discuss how people think and process information. People don't all think and approach things the same way. It's because of the way they are wired, and not something they get to choose or can change at will.

Our Thinking Wavelength tool reveals the difference between concrete thinking and abstract thinking, and how each person's thinking patterns predispose them for certain types of jobs.

Thinking Wavelength is a critical element in understanding a person and his job. People who

are doing the types of jobs they are best suited for can clearly see why their job is a good fit. People who are frustrated because they don't enjoy their jobs begin to understand why.



Anyone familiar with the "square peg in a round hole" analogy and the concept of the Peter Principle understands the importance of a good job fit. Just because you are good at one thing doesn't mean you would be good at something else. Job fit is in direct proportion to your talent and your thinking patterns. A good formula is: Job fit = Talent + Thinking patterns.

4. What should be my objectives?

Highly successful people have goals and objectives, and a plan for achieving them. You might call it a game plan, in this case a game plan with tremendous implications.

To develop your own game plan, we will help you work out a highly personal and strategic set of objectives called Action Initiatives for each of the five domains of your life. Your Action Initiative will be time specific, measurable, and based on four things: what you are good at, how you think, and what will give you the most satisfaction while bringing you the greatest degree of success.

What you end up with is a set of life objectives for one, three, five, and ten-year windows. These objectives are charted on a one-of-a-kind tool called LifePlan-on-a-Page. It is the only tool in the industry that shows every facet of a person's life plans on a single page. This makes it easier for you to stay on track and to review and

renew your plans on a continuing basis.



Life Strategy Coaching requires up to three days initially, followed by one-day sessions periodically to evaluate, track progress, and make adjustments to ensure continued growth and development of an intentional “on purpose” approach to life.

Life Strategy Coaching Takeaways

- Have a strong sense of life direction and purpose
- Understand clearly what you should be doing
- Experience a greater sense of hope and enthusiasm for life
- Have answers for life questions you may have been asking for many years
- Be able to focus your life energies and talents like never before
- Have a clearly defined, yet flexible, strategy for life

Communicate to Connect is a solutions-oriented provider of coaching and training for executives and staff in the financial industry. Steve Craver is the founder and President.



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