

"Next Level" Achievement → Coaching Tips → Success Strategies

Four Traits of High Achievers Coaching Tips

Strong Goal Clarity

- Ask about goals and make them SMART (Specific, Measurable, Attainable, Relevant, and Time-activated).
- Encourage him/her to visualize achieving their goal.

High Achievement Drive

- Review goals together and ask them to describe (1-10) their present level of desire to attain them.
- Explore past accomplishments and discuss what motivations caused them to achieve those goals.

Healthy Emotional Intelligence

- Ask about positive and negative emotions experienced during client interactions and what triggers those emotions.
- Help them describe the level of confidence they need to call on higher net worth prospects and/or interact with people at higher levels within the organization.

Excellent Social Skills

- Have them describe their behavior style, how they prefer communicating and how they can adapt to others.
- Ask them to rate their listening skills (1-10) and debrief after meetings about how well they listened.

"Stop thinking about what you can achieve; think about what you can contribute."

- Peter Drucker

Five Drivers of High Achievement Coaching Tips

Goal Clarity View of Possibilities Congruence Congruence

Goal Clarity

- Ask them how committed and/or excited they are about the goal on a scale of 1-10.
- Encourage him/ her to focus on the rewards of reaching their goal rather than on the obstacles or roadblocks.

View of Possibilities

- Encourage them to study others who have achieved goals similar to their goals.
- Collaborate together to design a strategy of logical interim steps toward his/her goal.

Values

- Encourage him/her to create and focus on goals that create value for others.
- Ask them to explore if their goals are consistent with their true values.

"It's time to start living the life you've imagined."

- Henry James

Achievement Drive

- Help them set goals and activities that are important to them, excite them and will release their achievement drive.
- Challenge them to identify meaningful rewards they can give themselves when they meet weekly, monthly, quarterly and annual goals.

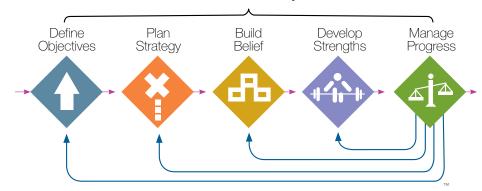
Supportive Environment

- Encourage them to share their goals with key people and associate with people who will support their goals.
- Challenge them to find 1-2 people who are on the level they'd like to be performing and seek advice.



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Achievement System



Questions for Success Roadmap Coaching

- 1. Where are you now in your life/career and where would you like to be?
- 2. What does that look like? How will you determine success?
- 3. What about that goal excites you?
- 4. What about that goal de-motivates you?
- 5. What progress have you made with your goal? Are there any revisions/changes you need to make in your goal?
- 6. What incremental mini-goals have you achieved?
- 7. What new mini-goals do you need to set?
- 8. How will you build belief that your goal is possible?
- 9. What prior successes can you build on? What new beliefs will you need to build?
- 10. What new attitudes, habits, skills and specialized knowledge do you need to develop?
- 11. What affirmations will strengthen your belief and desire?
- 12. What can you do today that will take you one step closer to your goal?

"The minute you begin to do what you really want to do, it's really a different kind of life."

-- Buckminster Fuller

