

Self Discovery Coaching Outline



IRIS • DU

Self Discovery
Coach

Session 1

Learn how to create trust and build better relationships with your team, clients and partners. At the end of the Self Discovery coaching session, you will have a better understanding of:

- Values and behaviours
- Strengths and challenges
- Natural talents and gifts
- How to communicate with other profiles

Plus learn how to utilize these values and skills and use them to leverage in business, life and relationship.

1. Setting Intentions & Outcomes
2. What is Talent Dynamics
3. Core Principle: Trust and Flow
4. Five Frequencies
5. Main Profile + Secondary Profiles
6. Goals + Action Plans

Sessions run for 1.5 to 2 hours

AUD\$499

Per Session (inc. GST)

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Session 2

Learn how Sales and coaching Matrix can quickly identify the core problem and helping you to eliminate clients objections.

1. Setting intention & Outcomes
2. Sales and Coaching Matrix
3. How to deal with obstacle and objection with clients
4. How to ask better questions
5. Setting goals for your clients
6. Goals + Action Plans

Session 3 + Beyond

Ongoing support to ensure you have all questions answered while building your coaching business.

1. Ongoing support and advice session on areas you want to focus on
2. Follow by goals + Actions Plans

Sessions run for 1.5 to 2 hours

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