

Coaching demonstration for stage  
created and designed by:

**GET A COACH.com**

*The Mindful Coach (Septet Model), Doug Silsbee*

*ICF Professional Coaching Core Competencies*



**Master**

Maintains self-awareness  
Listens with focus and presence  
Models learning and growth  
Embraces the client with compassion and respect  
Chooses which of the operational Voices to use at a given time

- Coaching Presence
- Active Listening
- Coaching Presence
- Establishing Trust and Intimacy
- Coaching Presence



**Partner**

Establishes and honors an explicit structure for the coaching relationship  
Advocates shared commitment to competency based coaching outcomes  
Offers choice points and makes joint decisions about the coaching process

- Establishing the Coaching Agreement
- Powerful Questioning
- Establishing the Coaching Agreement; Coaching Presence



**Investigator**

Asks questions that shift the client's understanding of the situation  
Asks the client to articulate desired outcomes  
Asks the client to generate courses of action

- Powerful Questioning
- Powerful Questioning
- Designing Actions



**Reflector**

Provides direct and honest feedback  
Directs the client's attention towards his or her capabilities and potential  
Encourages self-observation and reflection

- Direct Communication
- Creating Awareness
- Active Listening; Creating Awareness



**Teacher**

Provides new distinctions, information and knowledge  
Challenges and stimulates the client's thinking process  
Explains the coaching process, theory, and models being used

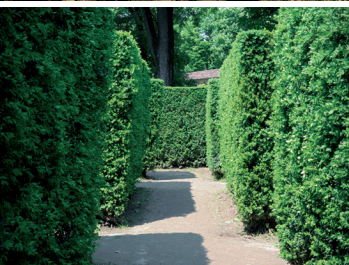
- Direct Communication; Creating Awareness; Planning and Goal Setting
- Creating Awareness; Designing Actions
- Direct Communication; Creating Awareness



**Guide**

Encourages the client to take some action of the client's choosing  
Offers options for action  
Recommends specific courses of action

- Designing Actions
- Designing Actions
- Designing Actions



**Contractor**

Establishes clear agreements about actions  
Explores and resolves client doubts and hesitations  
Follows up with client about agreed-upon actions

- Planning and Goal Setting
- Active Listening; Creating Awareness
- Managing Progress and Accountability