



# The Art of the Coach

A brain-based approach to improving performance

## About this program:

The Art of the Coach is an intensive one day training program that provides participants with a whole new approach to communicating, based on the distinct Results Coaching Methodology.

The goal of the day is to provide specific coaching conversational skills that can be used with anyone and particularly for managers and leaders to:

- ▶ Have shorter, more impactful conversations
- ▶ Manage priorities more effectively and worry less about details
- ▶ Run high impact meetings
- ▶ Work effectively with conflict
- ▶ Improve their relationships with their direct reports, peers, and supervisors
- ▶ Provide quality feedback to peers, suppliers and business partners
- ▶ Be a much more effective agent of positive change

## Who should attend:

- ▶ Managers and leaders who want to enhance their ability to communicate with others in the workplace, particularly direct reports
- ▶ Anyone who wishes to positively influence the performance of others
- ▶ Professionals with solid skills in related fields who want to add coaching to their skill set.
- ▶ Individuals or organisations wishing to learn basic coaching skills and how to integrate them into life or your organisations culture

## The specific concepts and skills taught include:

- ✓ New understandings from contemporary neuroscience about how our minds work
- ✓ The four faces of insight and the five levels of focus
- ✓ A coaching approach: think, speak, and listen like a coach
- ✓ Framing dilemmas and moving toward insight & action
- ✓ The dance of insight: the role of permission, placement, and clarifying
- ✓ Asking the right questions: getting people out of the drama and focused on the solution
- ✓ How to identify critical actions
- ✓ How to follow up on actions effectively and help build new habits

Date:  
Thursday 30th April, 2009

The Sebel Melbourne  
Bank Room  
394 Collins Street, Melbourne

Format:  
One day of live training, 9am – 5pm

Investment:  
\$625 Early bird or \$695!

## Who are Results Coaching Systems?

**Results Coaching Systems is an international coach training and consulting organisation. We are one of the world's largest coach training schools, and are fully accredited by the International Coach Federation.**

Our high-impact coaching and training programs (a suite of 11 world class programs) enable lasting behavioural change and have been delivered to more than 11,000 individuals globally.

- ▶ Our vision is people fulfilling their potential.
- ▶ Our mission is to transform the human capacity to change behaviour.
- ▶ Our core expertise is teaching high level coaching skills, giving people the tools to enable others to achieve what they are capable of.

In the corporate arena, we specialise in embedding internal coaching capacity within organisations to develop leaders, retain talent, improve performance, and change culture.

## Course Trainer – Maureen Pound



Maureen Pound is a Business and Team Coach, Professional Trainer, Facilitator and Keynote Speaker with an extensive background in education, training and development.

Maureen has extensive experience in the corporate sector having worked for clients such as QBE, ANZ, Stockland, Tabcorp and Futuris.

She has run her own successful coaching business over the last five years and was nominated for business growth award in 2006.

As lead trainer with Results Coaching Systems, Maureen has developed internal coaching programs for both medium to large sized organisations, training with senior managers and executives.

A trainer, coach and mentor, globally, these roles enable Maureen to live her passion – empowering others to improve their performance.

## Investment \$695

You will receive a complimentary copy of *Quiet Leadership* by leading author and leadership expert David Rock – RRP \$45

This best-selling book offers Six Steps to Transforming Performance at Work. Learn a system for helping yourself and those around you think and perform better!

**EARLYBIRD – SAVE 10% if you register by the 9th April!**

## Register now!

**To register simply complete this form and fax to: 02 9012 0617**

## Your details

Date \_\_\_\_\_

Name \_\_\_\_\_

Organisation \_\_\_\_\_

Title \_\_\_\_\_

Address \_\_\_\_\_

Suburb \_\_\_\_\_ Postcode \_\_\_\_\_

Phone (      ) \_\_\_\_\_

Email \_\_\_\_\_

## Payment details

**1. Please debit my credit card in the amount of \_\_\_\_\_**

Card type  Visa  Mastercard  AMEX \_\_\_\_\_

Name on card \_\_\_\_\_

Card number \_\_\_\_\_

Expiry date      / \_\_\_\_\_

Signature \_\_\_\_\_

**2. I will mail a cheque payable to “Results Coaching Systems”. GPO Box 395, Sydney, NSW 2001**

**3. Should you wish to pay by Direct Deposit please contact Results Coaching Systems**

Please phone 1300 662 144 should you be sending a participant substitute in your place.

Your nominated credit card will be charged within seven days of registration. You will be emailed a tax invoice. Cancellations can only be received five days before the event.

