

THE COACHING CLINIC®

Strategic Corporate
Coaching Skills
For Managers, Leaders
and Coaches



WHAT IS THE COACHING CLINIC®?



The Coaching Clinic is for professionals – from executives, team leaders, or managers to newly appointed supervisors – who wish to have a fully developed coaching model and platform for skill development.

The Coaching Clinic program generates rapid development of individuals and teams, and increases leadership potential. It has been brought into corporations worldwide by CCU trained and licensed facilitators, and has earned the reputation as a comprehensive training for managers in core coaching skills.

BENEFITS OF PARTICIPATING IN THE COACHING CLINIC®



Through the Coaching Clinic, organizations and individuals can:

- discover coaching as a powerful model of management and leadership.
- experience and practice “state-of-the-art” coaching tools.
- learn the structure and process to integrate a coach approach to management.
- position the organization for rapid growth.
- apply learning within the workplace immediately.

WHAT DOES THE COACHING CLINIC® DO?



The Coaching Clinic effectively trains individuals in the skills necessary for coaching within an organization. It is a fully developed model, which executives, managers, leaders and coaches can implement immediately in their organization to:

- promote innovation and accelerate results.
- effectively develop and retain valuable organizational members.
- improve organizational communication and team effectiveness, and
- deepen commitment to personal, professional and organizational goals.

“Every part of the session was valuable to me. Discovering that you can turn situations around to facilitate problem solving instead of taking on the burden of the problem yourself was so powerful and extremely valuable. Bill is an awesome presenter and so incredibly knowledgeable about coaching. He really connected with the audience and engaged us in the topic. I could have stayed another day or more. I would highly recommend this being a required course for all new and emerging leaders. It was the best seminar ever!”

- Tamara Goff, CPSM, Marketing Director/Associate, Hnedak Bobo Group

AGENDA

Day One

The Coaching Clinic: Being a Coach

- A Model of Trust and Creating a Coaching Environment
- Personal Paradigm Shifts

The Five-Step Process of Coaching in the Workplace

- The Coaching Conversation Model

Coaching Skills

- Contextual Listening
- Discovery Questioning

Day Two

The Coaching Clinic: Coaching Skills (continued)

- Messaging
- Acknowledging

Personal Coaching Styles Inventory® (PCSI)

- Defining Your Personal Style & Recognizing The Styles of others

Coaching In Organizations

FOR MORE INFORMATION:

harmony

Coaching & Consulting

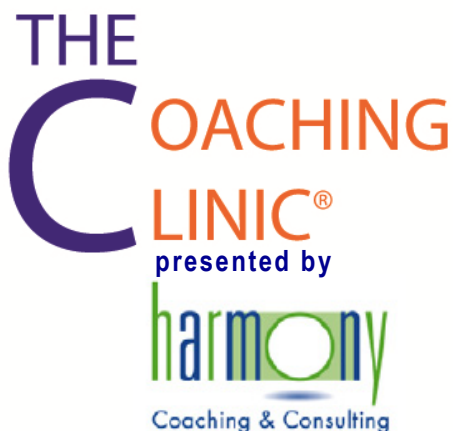
Bill Burtch, SPHR, ACC
President

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February 28-29, 2012

8:30 a.m. – 5:30 p.m.

Fogelman Executive Conference Center
University of Memphis Campus
Memphis, TN



"The use of this seal is not an endorsement by the HR Certification Institute of the quality of the program. It means that this program has met the HR Certification Institute's criteria to be pre-approved for recertification credit."

Please complete this form and forward to:
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"The topics most valuable to me were about listening and asking questions. I can't think of anything that was not valuable. Bill Burtch was excellent and my feedback is all positive. I have already started to incorporate coaching into my life."
 Leslie Vanelli, Human Resources, Hnedak Bobo Group

Registration Information

Name			
Address			
City, State, Zip			
Phone		Mobile Phone	
E-mail			

Method of Payment

Cost: **\$595**. Receive a \$50 discount for registering 30 days prior to the class start date.
(Cost includes continental breakfast, lunch buffet, afternoon break each day and all participant materials)
 Discounts for multiple attendees. Contact Harmony for details.

Session Date (select one): February 28-29, 2012
 Registration Deadline: February 17

- Check – Make payable to: Harmony Coaching & Consulting
- Bill Me Visa / MC / American Express (invoiced via PayPal)

How did you become aware of this program? _____

Risk Free Guarantee

I feel so good about this program and the impact that it will have on your managerial/leadership and communication skills that if you're not completely satisfied at the end of the course you can turn in your materials and I will refund your entire enrollment fee. So, there is no risk! Sign up now to ensure your spot in this dynamic, interactive program.

Cancellation Policy

Cancellation with 30 or more days' notice will result in a full refund. A 10% cancellation fee will be charged for cancellations within 14-29 days of the start of class. Cancellations within two weeks of the beginning of class will forfeit the fee, or may transfer it to a future class.

Questions? Comments?

Please contact Bill Burtch by e-mail at bburtch@harmonycc.net or by phone at 901-272-7390.