

Glossary of Coaching Terms

Accountability

What are you going to do? By when will you do this? How will I know? It does NOT include blame or judgment!

Balance

A dynamic, always-in-motion process. Clients either move toward balance or away from it through the decisions they make in their life. Coaching is designed to steer clients towards balance in key life areas like: career, money, relationships, romance, personal growth, health, physical surroundings, fun & recreation. If one or more areas are receiving attention at the expense of the others, life will feel “bumpy” and unbalanced.

Bottom-lining

A skill of brevity and succinctness. Getting to the essence of communication rather than engaging in long descriptive stories. Bottom-lining is necessary to make the best use of each coaching call.

Challenging

A request that you stretch way beyond your self-imposed limits. The only acceptable replies to a challenge are: Yes, No, or a Counteroffer

Clearing

Sometimes life presents us with challenges that interfere with our ability to be present or take action. Sometimes, we all just need to complain or vent to get it out of our heads and out of our system! Let me know that you need to “clear” and I will support you with active listening so that you can get it out of the way and we can focus on taking the next step.

Co-Active Coaching

A powerful alliance designed to forward and enhance the lifelong process of human learning, effectiveness and fulfillment. The client and coach are equals in this process – the coach is not the “expert” and does not dispense advice.

Designing the Alliance

The client and coach jointly develop how they will work together. The client grants power to the coaching relationship and takes responsibility for their part of the alliance. This is done through making requests of the coach, setting up the logistics of the coaching relationship, and discussing the best ways to facilitate client learning and action.

Fulfillment

Living your values. A fulfilling life is a valued life. It’s what nourishes you...what fills you up. It is both intensely personal and constantly evolving.

Gremlin – The voice in your head that doesn't want you to have what you want! Gremlins are guaranteed to come out whenever you contemplate making any change or taking any risks. The Gremlin concept was developed by Richard Carson to embody the group of thought processes and feelings that maintain the status quo in our lives. Like our mind, the Gremlin will always be with us. It is neither good nor bad; it just is. The Gremlin loses its power over us when we can identify it for what it is, notice our options in the situation, and then consciously choose what it is we do really want at any given point in time.

Inquiry

A powerful question intended to deepen learning and provoke future reflection. The intention is for the client to consider the inquiry between sessions to see what insights arise for them.

Intrude

On occasion, the coach may need to intrude, to interrupt or "wake-up" a client who is going on and on, or who is kidding themselves. Although it may initially appear impolite, the purpose of intrusion is to be direct with the client, allowing the client to honestly assess and immediately deal with the situation.

Life Purpose

Why you are here on this planet. An essence statement that serves as a reminder of who you are and the impact that you create in the world. When you are living your purpose, life is experienced as fulfilling, effortless and satisfying. When you are disregarding your life purpose, life is often felt to be empty, anguished and unfulfilling.

Perspective

An expression of a "being condition". It is a state you are in. A way of looking at reality. The key point is that there are always other ways of looking at a situation that are also true.

Process

Being "in process" is to be wherever you are in the flowing river of your life! Sometimes it's calm & smooth; other times it's chaotic and messy. To be truly present in THIS moment, we need to turn off worries about the past & the future and just experience where we're at right now. To truly experience a moment, we need to truly feel it - no matter how painful or joyful it is!

Request

A request is based upon a client's agenda and is designed to forward the client's action. A request includes a specified action, conditions of satisfaction and a date or time by which it will be done. The only acceptable replies to a request are: Yes, No, a Counteroffer or agreement to a future time that a response will be given.

Values

Values represent who you are right now. They're the principles that you hold to be of worth in your life. They are NOT morals. They are not chosen. They are intrinsic to you.

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