

How to Lead a Rock Star Team LEAD LIKE A COACH

Presentation Synopsis

Using the learning tool I distributed in the session - *Coaching Approach to Leadership Assessment*, the Bonus tool that I distributed *after* my session – *Coaching Conversation and Sample Smart Questions* -- and *this presentation synopsis*, you can be well on your way to being a better coach-leader.

Think for a minute – what are the characteristics of *your* best coach? Write a few of them here:

What insights into your own leadership style did you have by doing the Old Style vs New Style *Coaching Approach to Leadership Assessment*?

What is the definition of Coaching?

Coaching is a developmental process designed to help individuals and teams achieve and sustain top performance in support of the organization's goals

Our workforce is changing. Leadership styles are changing

The Top 5 Drivers of Millennial Employee Engagement per the Institute for Kinesthetic Studies

1. I feel I am valued in this organization.
2. I have confidence in the leadership of this organization.
3. I like the type of work that I do.
4. Most days, I feel I have made progress at work.
5. This organization treats me like a person, not a number.

What are the top skills needed to be a great coach?

- Ask smart questions
- Listen with respect
- Deliver straight talk

What's involved in the coaching mindset?

- Self management
- Be curious
- Be nonjudgmental
- Suspend assumptions
- Trust intuition

6 Steps to a Coaching Conversation (see the *BONUS* for Smart Questions to ask during each of these steps)

1. KNOW them
2. ENGAGE them
3. FOCUS them
4. INSPIRE them
5. GROW them
6. MOVE them

A NOTE FROM DEAN:

Thanks for attending my session and requesting more information about this topic. These days, it's becoming routine for speakers to post or distribute copies of their slides during or following their sessions. As most of my slides are images, I've found that a synopsis is more beneficial.

If you like what you saw in my session and want others to experience it, call me! I'd love to hear how I can bring a meaningful message to your audience and help you achieve your outcomes. If you're looking for some content to supplement the notes you took in my session, this document, along with the bonus handout and corresponding articles on my website, should help.

Wishing you continued success,

Dean



[Dean Savoca, M.Ed., BCC, CSP™](#) is the performance development partner for leaders who want highly-effective teams that are focused, aligned and inspired. Simply put, Dean helps leaders coach their people. A 25-year veteran of the meetings and events industry, Dean combines an early career in hospitality sales and operations with a Master's Degree in Organizational Performance and Change, and has spent the last 15 years speaking, training and coaching on leadership and development. He helps people identify the core issues they face daily that impact performance development, people management and team alignment – and rallies them to action, *often right there in the room*. **The result is a better bottom line** – boosted by improved performance, higher productivity, and more cohesive teamwork. Dean is a board-certified coach and has conducted more than 10,000 executive coaching sessions. He is also a Certified Speaking Professional™, conferred by the National Speakers Association, and actively involved in several industry associations.