

Coach
 to the Goal

Presented By

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Meeting Planners International



“Michael’s seminar drives me to improve my leadership skills! I had many ‘Aha’ moments. He made me look at things from a different angle.”

Tom Freedman

General Manager, International Moulding Company

**Session One
The Power of Clarity**

Quotable Quotes:

“We hire for character and train for skill.”

- Herb Kelleher, CEO Southwest Airlines

Who you are matters?

Great coaches lead from their *values*.

What you believe in matters?

From your values spring forth your *priorities*.

michaelduke

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“Michael’s ideas on coaching have become a part of each of our manager’s ‘basic training.’ The core of his message – honest, timely, caring and clear communication about our competitive needs – is essential to our future success.” --Robert DeAngelis, VP, Louisville Tile Distributors

How you lead matters...
Expectations

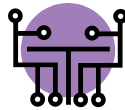


Table Discussions

Q1: What are some bad qualities and behaviors of a coach?

Q2: What are some good qualities and behaviors of a coach?

Quotable Quotes:

“Everyone is a potential winner. Some people are disguised as losers. Don’t let their appearances fool you..”

- Ken Blanchard, Author, One Minute Manager



“If you as a coach are not administering appropriate consequences, then the player will be less likely to deliver the desired performance.”

Michael Duke - Author, Coach To The Goal

**Session Two
The Power of Consequence**

Quotable Quotes:

“Each member of the team has the potential for personal greatness. The leader’s job is to help them achieve it. ”

- Coach John Wooden

Two wrong consequences

1) *Critical / Negative Response*

2) *Neglectful Response*

“I have been referred to as a disciplinarian, but I’ve never heard the word as pejorative. For me, a disciplinarian is someone who requires that people understand the consequence of their decisions.” -- Lou Holtz, Former Notre Dame Head Coach

Seize the Coaching Moment Grow as a leader

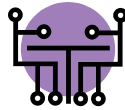


Table Discussions

- Q1: What are some bad or undesirable qualities we may see in our players?
- Q2: What are some good or desirable qualities and behaviors we may see in our players?

Quotable Quotes:

“The difference between the right word and the almost right word is the difference between lightening and a lightning bug.”

- Mark Twain

5 STEPS TO SEIZING THE COACHING MOMENT:

1. Sit down with the person face to face. Describe the error or problem as soon as possible, clearly and without placing blame.
2. Explain or show the negative impact.
3. If it is appropriate, take blame for not making the task or goal clearer.
4. Review the task in detail and make sure it is clearly understood.
5. Express your continued confidence in the person.

Quotable Quotes:

"As you get clear about yourself, the whole world will become clear around you."

- Michael Levine



“I try to make every player on my team feel they are the spark keeping our machine in motion. On them depends our success .”

- Knute Rockne, Notre Dame Football Coach

**Session Three
The Power of Praise**

Quotable Quotes:

“Treat people as if they were what they ought to be and you will help them become what they are capable of being”

- Johann Wolfgang Goethe

**All Great Coaches Teach!
We are all learners**

The Key is to *Praise Progress*

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“Everything that can be counted does not necessarily count, everything that counts cannot be counted.” --Albert Einstein



The Power of First Belief

The Coach believes in the player first...

Quotable Quotes:

“Trust men and they will be true to you; treat them greatly and they will show themselves to be great.”

- Ralph Waldo Emerson

4 STEPS TO THE POWER OF PRAISE:

1. Praise people immediately.
“Catch them doing something right.”
- Blanchard
2. Be specific about what they did right or almost right.
3. Show your feelings about what they did.
4. Encourage them to keep up the good work!

Quotable Quotes:

“Unless you try to do something beyond what you have already mastered, you will never grow.”

- Ralph Waldo Emerson

