

Position Your Clients to Take the Assessment and Future Assessments

[Mr. Client], as part of your coaching journey and to coach you to be the best business owner, to coach you to become the strong leader in your business to achieve goals and get the results you desire, it is important that you take an assessment to get more of an understanding of your communication style your personal behavior patterns, and get an understanding of others and how you adapt. The assessment also gives an idea of how you are motivated to ensure where we put our focus and energy. This is an integral part of your personal development and growth and our coaching journey. I will send you a link for the DISC/Motivators assessment...The assessment should only take no more than 15 minutes to complete. Once you take it, you will receive the report and I would like for you to read it so we can discuss it in our next coaching session. OK?

[Mr. Client], in a few months, when the time is right, we will do the same with your team. Each of your team members will take an assessment. It is important for you to understand the behaviors in your entire business, not only to understand the behaviors of your business, behaviors in strategy, behaviors in marketing, but to truly understand the behaviors of your team and have effective communication to build a successful team. [Mr. Client], over the next 3- 6 months, or depending on our priorities it may be less than 3 months, we will work together to prepare you and find the right time to get your team together. In the meantime, let's start with you, let's focus on your growth.

After Your Client takes the assessments...

What did you learn and what did you better understand about your personal behavior patterns, your communication style, and your tendencies by taking the assessment?

Great, what impact would it have in your leadership and business to better understand your team? Knowing what you know now, how beneficial would it be for you to do a deeper dive to improve behavior and communication within your organization? Excellent, as mentioned when we started, in the next 3-6 months, we will be doing this assessment with your entire team. To achieve the goals you are desiring, we need to build that team to be that winning team for you. So, we will take the next 3-6 months to prepare you and carve out time for your team to take the assessment and do a 2-hour group debrief.