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# The Coach Equation

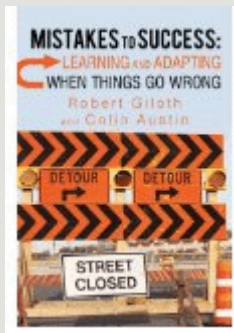
Solutions for the performance puzzle

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**This article has 668 words and should take 2.67 minutes or less to read. A small price for knowledge!**

### Featured Book:



**Mistakes To Success: Learning and Adapting When Things Go Wrong**  
(Paperback), by **Robert Giloth** (Author) and **Colin Austin** (Author)

### Upcoming Classes

#### Registered Corporate Coach Training:

April 6-7  
Columbus, OH

April 13-14  
Philadelphia, PA

#### DiSC Train the Trainer:

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## Avoid The Coach's Flop Sweat

**Flop Sweat.** Definition of flop sweat: nervous sweat (as a performer) caused by the fear of failing.

We all have standards of practice for ourselves and our clients. We expect to live up to those and perhaps beyond. When we don't, we may experience what is known as "flop sweat". A failure to perform as we see ourselves able to perform. We may actually sweat or carry a sense of failure and want to give up.

A coach can make mistakes and encounter "flop sweat". Challenging clients may have us question our abilities and skills. If that has happened or even if it hasn't, here are some tips that will help you avoid "flop sweat".

**Schedule smart:** Scheduling can become a nightmare when either you or your client is over committed to work, family, or projects (old and new). You lose touch and the coaching relationship loses focus. What to do?

If you or your client asks to reschedule too many times, ask yourself, "Is it me or the client?" Weak commitments from either side may signal that it's time to regain focus and momentum for both.

**Chatty Chums.** While we enjoy catching up at the beginning of a session, we may do too much. Chatting may be a part of your relationship, but be sure to keep the conversation focused on the work you are doing and what the client wants to be doing. Conversations that go too long about spouses, work issues and other life distractions can weaken the focus of the session.

Give yourself a limited time to chat, say the first 5 or 10 minutes of the session. Be consistent and stay focused on your client!

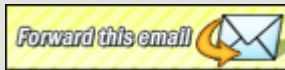
**Exhausting clients.** When you start working with a client, all may have started off well. Goals were set, some action happened. Your client seemed motivated and focused on attaining new skills or behaviors. But for whatever reason, it has gone downhill. You begin to suspect or have determined s/he may be a whiner or may be someone who really prefers to talk about actions and plans rather than doing it.

If this is the case, think about what is in the best interest for you and your client. Don't waste time trying to keep alive something that isn't fulfilling. Making up a fake excuse or giving a false reason for not continuing makes it all the more painful.

"Breaking up is hard to do..." Clients may take the break very personally. You may even want to relent and allow for one more

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who'd benefit from either  
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session. Instead, have a candid conversation. Be kind, be honest, and hold steady in the face of a difficult conversation. Focus on the future and recognize that releasing the client opens the door for both of you to discover what each would like more of or less of in the next coaching relationship.

**Made a Mistake?** It might be helpful to ask yourself, "What happened and what could I do differently?" Start with a strong foundation. Have a coaching contract. Spell out what your responsibilities are to the client and what the client's responsibilities are during the time you will be working together.

Do you have consequences built in for missed sessions? Do you have an agenda for each session? The "Next Session Prep Form" is invaluable for both you and your client.

Are you able to refer your client to other resources should you determine they need more than a coach? If you are an internal coach, contact your human resources professional or refer your coach to the Employee Assistance Program. If you are an external coach, it might be helpful to ask for a suggested list of referrals. And in the future, keep that list handy!

**Avoid Flop Sweat. Coaching is a helping profession** and like all helpers, we burn out, feed our gremlins, and fear failing. You can avoid flop sweat by setting standards, expectations, and responsibilities at the beginning of your coaching relationship. And no matter what, the show must go on!

*Sherry Greenleaf, RCC*

### **Seeds of Success:**

**"Knowledge of any kind...brings about a change in awareness from where it is possible to creat new realities."** --Deepak Chopra

**"The way to gain a good reputation is to endeavor to be what you desire to appear."** --Socrates

**"Even if it's a little thing, do something for those who need help, something for which you get no pay but the privilege of doing it."** --Albert Schweitzer

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