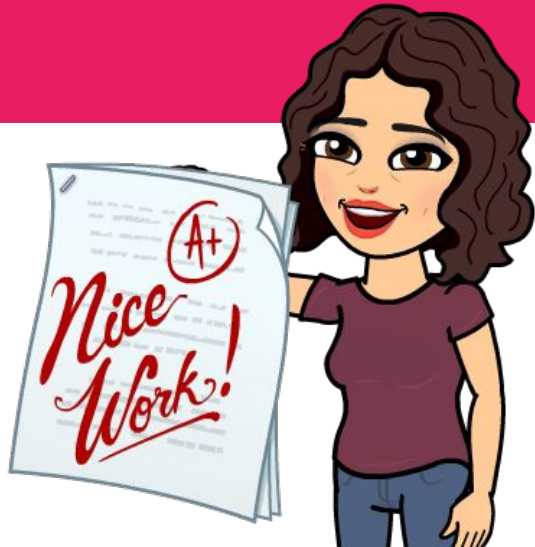


PART 2: BEING A BETTER COACH



GROWTH HACK TIP
WEEK 4 of JANUARY

The Coaching Model

Consultant → **Coach** → Colleague



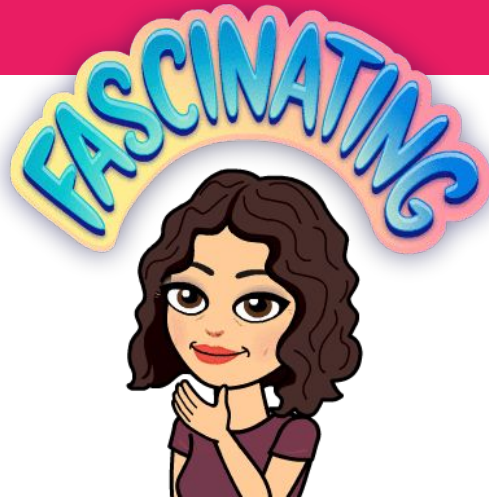
Doesn't necessarily have to be all in one meeting/1:1 -
can be segmented over different calls

COACH



*Most of our issues in growth
come down to how well we can
get other people to do things!*

5 TOOLS FOR the “COACHING” PHASE That Have Worked Well



1

“How can I get the VPs/members to see it from my point of view?”

WHAT A DAY



3 Modes of Persuasion
Exercise (Credibility: Logic;
Emotional Appeal)

YOU CAN SURRENDER
OR YOU CAN
STRIVE ↻

“How can I get my team to do things?”

ACTION

- ❑ **Fear:** *What happens if they don't do it?*
- ❑ **Hope:** *What do they want out of doing it?*

“How do I get my VPs to get my members to do things?”

SUSTAINED MOTIVATION

- Autonomy**
- Master**
- Purpose**

4

“How can I my EB to create touch-points where our vision and goals are properly downscaled?”

THINK
FEEL
DO

What is each
Conference Team
member’s role in the
conference?

THE GREAT...
LCM?
EB Meeting?
1:1?

5

“When my VP or EB team is having issues, how do I navigate it?”

IF YOU DON'T THINK YOU HAVE ALL THE INFORMATION YOU NEED
TO COACH...

Open up VP assessments. Find DISC.

5

FIND IT HERE!

My Drive > MC Coaching > [LC Coaching] CG ▾



Files

NAME ↑

2015 Calgary Coaching Minutes

Minutes Template		
August 20, 2015		
September 1, 2015		
September 20, 2015		

Minutes Template:
Date (Month, Date, Year)

- LC Updates
 - Update - Additional input by MC coach related to the topic is italicized and placed in Green
- LCP Open Space
 - Topic
- Action Items
 - MC Coach
 - Action Item



2015 Calgary Coa...

LEARNING POINT

OSIC TYPE	6,10,14,16, 1, 10
Calculated OSGP	
Team Standards/Limit	
Message Contribution	Over Use OSGP Control
Unsuccessful Goals	Unsuccessful OSGP Control
Bottomline Analysis	



2017 Assessment...

CALGARY

HISTORICAL DATA				
YEAR	ICX	OGCSP	OGIP	TOTAL
2018	5	0	3	8
2017	3	4	7	14
2016	8	3	1	12
2014	5	11	4	21
2013	7	25	2	34

TIER AS OF JAN 30, 2018				
TIER	ICX	OGCSP	OGIP	
TIER 1	140	1200	160	
TIER 2	29-30	61-99	33-43	
TIER 3	20-28	32-60	17-30	
TIER 4	4-5	13-31	8-21	
TIER 5	1-4	1-14	1-7	

ALREADY MATCHED DELINE				
YEAR	ICX	OGCSP	OGIP	TOTAL
2018	3	0	1	4

PROJECTED IMPACT				
YEAR	ICX	OGCSP	OGIP	TOTAL
2018	5	25	3	33

RECRUIT TO FULFILL CAPACITY FOD				
TIER	ICX	OGCSP	OGIP	FOD
TIER 1	4	4	5	

AIESEC MIA MC FFA LARRIS



CG Analysis (as of...

5

FIND IT HERE!

2017 Assessments_CG ☆

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https://www.123test.com/disc-personality-test/id=f79d338ee31aef602013

A	B	C	D	E
Name	LC/SU	https://www.123test.com/disc-personality-test/id=f79d338ee31aef602013	of team standards is your LC currently fulfilling on average?	Which Team Standard is the most difficult you doing this year?
Jean-Luc Ong	Calgary	https://www.123test.com/disc-personality-test/id=f79d338ee31aef602013	Steady around 65%	Anything to do with the LDA. I'll make straight from the beginning and is at possible

Add more rows at bottom.

THANK YOU!



*Special thanks to some of my
new and old coachees <3 You
helped me make the video!*