

DAWN MOSS MCIPD

# YOUR INTERVIEW COACH!

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CAREER COACHING PROGRAMME



## **Career Goals - the building blocks of success**

- Uses visualisation techniques (Visual, Auditory & Kinas ethic)
- Influences subconscious & conscious minds
- Affects your mind set, habits, actions & behaviour (positive or negative).

## **Resources and Milestones – essential stepping stones to your goals.**

- Identifies all the resources you already have & those you need
- Breaks down the goal to achievable steps.

## **Motivation – how your beliefs move you closer to success**

- You'll need continuous commitment and motivation when the tasks that take you closer to your goals are perhaps routine, dull, or just plain mundane.
- What's the answer to motivation and the ability to keep going towards your goals? Passion, enthusiasm, Persistence, Purpose and vision

## **Beliefs – breaking down negative beliefs and rebuilding the positive**

- Discover what drives your behaviour
- Beliefs can support or prevent you succeeding
- This challenges limiting or false beliefs

## **Values – adopting a value structure for ultimate success**

- Moving towards and moving away from values
- What feelings are important and what feelings do you not enjoy.

## **Rules - uncover your hidden rules and always feel good**

- Understand your rules and others
- Rules will determine how you judge situations & make decisions

## **Six Human Needs – which ones do you need met?**

- Powerful session that looks at how human needs decide our direction & destiny.
- Understand clients Life Map and how this shapes their worlds
- Certainty & Variety, Significance & Love or Connection, & Growth and Contribution

## **Projection – all communication is projection**

- Interesting, complex but subtle concept
- To be able to recognise a trait – you need to have seen it before or already have that trait
- We are suggesting that the things you see around you reflect what is going on
- The things we think about others are possibly really about us
- Related to perception
- Internal mental / mind maps – rather than the world itself
- We filter through generalisations

In order to understand our world we have to attempt to apply a meaning. If you allow someone else to affect your emotional state – what you are doing is giving the control and power to the other person.

## **Testimonial**

"I was very clear from the outset what I wanted from a Life and Career coach. I was doing exceptionally well at work but I lacked confidence and assertiveness in high level meetings.

This was notably holding me back and it was at that point I decided I needed some support. I read Dawn's profile online and decided to contact her and I am so glad that I did!

The sessions were challenging, exploratory within a highly positive atmosphere. I enjoyed the challenges each session brought, which enabled me to use techniques and simple application methods of communication within my work place.

I was also able to **break free from negative thoughts and beliefs** which were holding me back. I had held onto some of these negative beliefs for many years.

Through a lot of hard work and effort Dawn revealed to me new ways at looking at things, ways of breaking negativity in my thought processes and beliefs, all of which were becoming barriers for my personal growth and development." **J Potter Health Service Manager**

# **Benefits of Coaching**

## **More Money**

- Some clients report that they are netting and saving more money during and after coaching
- When clients focus on money and identify work that they love to do, it increases their drive and self-worth and they will probably make more of it
- A coach helps clients focus spending on what is important to the client's goals and to develop new ways to earn more.

## **More Life**

- A coach works with clients on all areas of their life – helps them integrate what works and get rid of the rest.
- A coach helps clients set goals that align with the client's true values and not others expectations – no should, could or ought to!
- A coach expects clients to invest in increasing the quality and depth of their life experiences and holds them accountable for achieving aims.

## **More of a Network & Community**

- Personal and professional success comes much more easily when clients create a strong and diverse network to give them assistance, knowledge, connections and support.
- The coach works with clients on plans to attract high qualify people and opportunities.
- The coach helps strengthen the client's relationships within the network and community they already know.

## **Better Decision Making**

- Clients discuss ideas and concerns with the coach, who is independent. Coaching will usually lead them to make decisions that are more effective and relevant to their life.
- A mirror always helps. Winners are always willing to get feedback and ideas from others and coaches help identify blind spots in the client's perceptions of the world that when removed allow much greater understanding and success.

## **Faster Development**

- Provided that the client is interested in growing themselves, the coach can more rapidly and powerfully increase their rate of personal development.
- The coach can help a client zero in on the blocks that are holding them back and resolve them so the client can move forward and focus upon what is truly important to their future.
- Coaches assist clients to find clarity and purposes in their life that would be difficult to perceive on their own.

## **Specific Focus**

- Coaches can provide specialised experience and focused skills for any area of human endeavour in which a need for coaching exists.
- As a relatively new profession, coaching is evolving a wonderful body of experience and knowledge that will only grow and become more specialised with time.

## **More Solutions**

- A coach helps the client extend their boundaries beyond a level of comfortable experience – increasing their confidence and capacity to handle many situations.
- A coach helps a client to significantly raise their communication skills that enable them to better understand, accept and influence those around them.
- When the client is working on goals that express their values, they are open to more creative and innovative ways to achieve these.

## **More Drive & Energy**

- Coaches actively listen to and tailor planning and development strategies to the client's individual life.
- Because all human beings are unique and need recognition – having a coach [rather than a book or tape], makes the client feel more cherished, respected and listened to as a person.
- Coaches hold clients accountable for their goals. They can't get away with putting a book back on a shelf and forgetting about it!!