

1-2-1 Coaching Guide

TRUE NORTH > *Manage Expectations* > *Keep Commitments* > *No Surprises*

Feedback

Before Meeting:

HEADLINE:

EXAMPLES:

* I don't have enough data, but this caught my attention

IMPACT:

IDEAL OUTCOME:

During Meeting:

Frame

Best Interest • Not Easy • Committed to Positive Outcome

CONFIRM AWARENESS & INTENT:

AGREEMENTS: