



Leveraging Emotions as You Grow Your Coaching Skills and Business

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Career Coaches SIG
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“The essential difference between emotion and reason is that emotion leads to action while reason leads to conclusions.”

- ... Donald Calne, author of *Within Reason*,
<https://store.kobobooks.com/en-us/ebook/within-reason-1>



Learning Objectives

- Grow your awareness, and appreciation, of your own emotions
- Experience the range of emotions coaches have as they develop their coaching skills and businesses
- Translate your emotions shared into specific actions
- Choose an emotion you'd like to consciously leverage through year end



Emotion

- a state of feeling; a conscious mental reaction (e.g., fear) subjectively experienced as strong feelings toward a specific object or situation and typically accompanied by physiological and behavioral changes in the body (Merriam Webster)

Additionally:

- A clue that alerts us to information that is of value
- Linked to our values, and individual filters and ways of seeing the world
- A predisposition to action



Practice

- Emotions are evoked, and it's so natural it can be hard to notice.
- Practice noticing improves awareness, and you become more able to identify your emotions.
- With awareness, you get better at appreciating the richness of your emotional experience.
- With awareness, you also get to be at choice about which emotions to focus on and to leverage.



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**Experience +
Meaning Making
=
Story**

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Practice



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Practice



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Emotion



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Your experiences of coaching and having a coaching business

Requesting a few volunteers

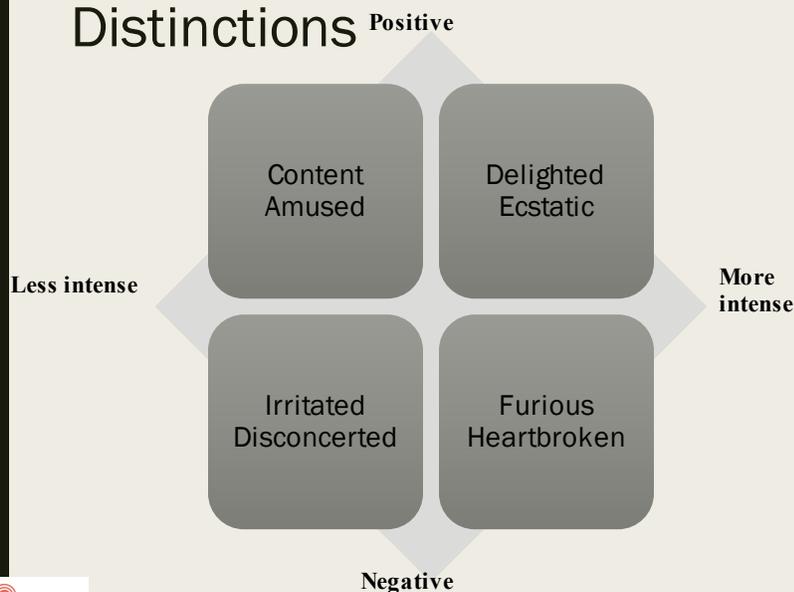
Share a brief story about your coaching skills and/or your business.

What are 2-3 emotions you have as you reflect on this experience?

What emotions do others feel as you hear this story?



Intensity and Positivity Distinctions



Emotions that move you forward, and how

“We keep moving forward, opening new doors, and doing new things, because we’re curious and curiosity keeps leading us down new paths.”

– Walt Disney



“I’m so **scared** that my coaching business won’t grow as fast as I need it to. Then I’d have to go back and work for someone else again.”



“I’m **excited** to have the skills to work with clients. Now they are not just finding new jobs, but also saying “no” to jobs and careers that don’t fit.”

b  unce

“I’m also **inspired** by my clients. They are taking risks. They are courageous, and I feel a sense of **delight** to be with them on this journey.”

b  unce

“It’s **disappointing** to not be able to help a client get unstuck. I wish I were a better coach.”

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“I’m just getting together my year end numbers. I’d been feeling that my practice hadn’t grown much. But I coached with almost twice as many clients this year as last. And I had more than twice as much revenue! Tracking referrals I see that 40% of my clients come from previous clients. I’m doing a lot right!” **Emotions? Actions?**

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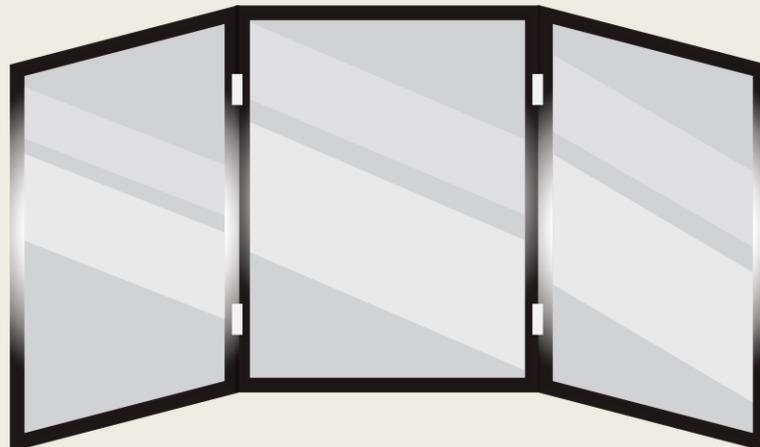
Emotion



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What do you see now?

A first step to using emotions more effectively to grow your coaching skills and business is to notice and consciously use your emotions



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What will you do next?

A second step to using emotions more effectively to grow your coaching skills and business is to consciously choose an emotion you have that you'd like to leverage.

You have a picture in your mind that helps you capture and ground the emotion you want to leverage. What one or two steps will you take to gain the value of this emotion?



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"As human beings, our greatness lies not so much in being able to remake the world—that is the myth of the atomic age—as in being able to remake ourselves."

—Mahatma Gandhi



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Resources

- Calne, D. *Within Reason*, <https://store.kobobooks.com/en-us/ebook/within-reason-1>
- Courcy, C. (2012). *Save Your Inner Tortoise: Learn How to Cross the Finish Line Feeling Joyful and Satisfied*.
- Crittendon, C. Emotional Decisions.
<http://www.talkingabout.com.au/EmotionalDecisions>
- Emotions in the Change Process,
<http://emotionsandthechangeprocess.blogspot.com/>
- Five Dimensions of Emotion,
http://changingminds.org/explanations/emotions/five_dimensions_emotions.htm
- Kashdan, T. & Biswas-Diener, R. (2014). *The Upside of Your Dark Side*.



Thank you!