

Quick Start Coaching Kit





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Free 6 Powerful Coaching Tools that Top Coaches use!

Bonus The 14 keys to NLP

Plus 20% off your 1st Coaching Session with Lorna

Benefits:

- + Customise them to create your Personal Coaching plan
- + Start today to make the changes you want
- + Get a head start on 1 to1 Coaching with Lorna with these
6 powerful coaching tools

To book your FREE Coaching session with Lorna

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CREATING YOUR OWN COACHING PLAN

To get the most from these coaching tools, work through them in the order presented. The premise of all good coaching is that you first identify areas in your life that are not working well for you, where you're not getting the results you'd like (Present State). Then you get specific about what you want and how you're going to get there (Desired State).

The 6 powerful coaching techniques in this Quick Start Coaching Kit take you through each step from getting really clear about what's not working, to identifying what you can do about it and to setting measurable goals that will really work to give you a wider choice of options.

This Coaching Kit is a great preparation for 1 to1 coaching because it gives you a head start. It introduces you to the coaching process so that when you begin coaching with Lorna, your unconscious mind already knows that you're serious about making changes. Then you will notice that Lorna's cutting edge techniques which combine NLP and Hypnotherapy are changing you from the inside out. You notice that you are feeling different, more motivated, and balanced and that you are changing bad habits and achieving your goals without needing willpower.

The techniques can be printed out so that you can write, brainstorm, draw or mind map them. You'll find that each technique generates more and more ideas that were up to now in the back of your mind.

Let yourself enjoy them and write down whatever comes to mind - there are no right or wrong answers. You'll be surprised at what you discover about yourself!

As a bonus for ordering this Quick Start Kit, I am including the 14 Keys to NLP. Remember "the person with the most options wins!"

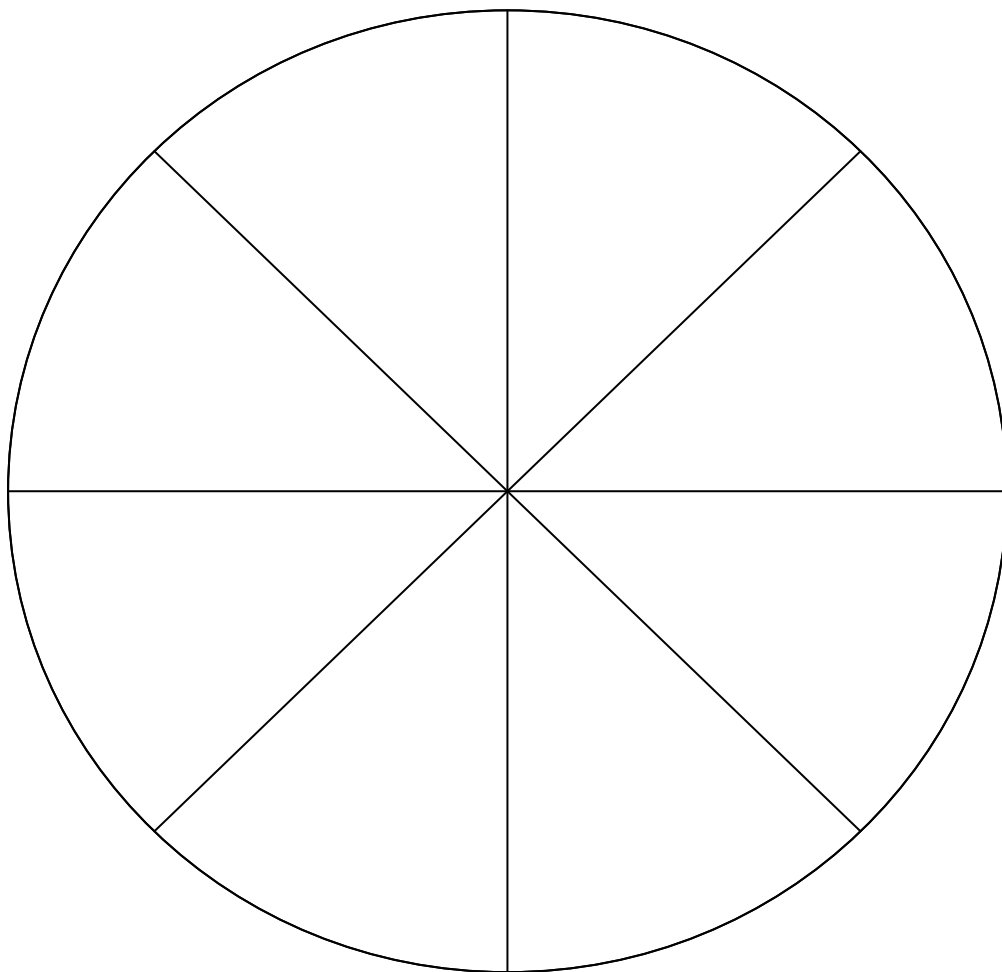
Happy Reading.

1. THE WHEEL OF LIFE

In this exercise, you will be asked to evaluate your life in each of at least eight areas. Select labels (from the list) and label each section of the wheel. Create a wheel that represents balance to you. You may subdivide any of the sections, i.e., Health could be divided into physical and emotional, Money could be divided into cash flow and savings.

For each of these areas, ask yourself, “**How satisfied am I in this area of my life right now?**” Give a number from one to ten to that level of satisfaction. One would be low; ten would be high.

Notice two distinctions in the questions. “How satisfied am I...” This is a subjective assessment. It is not about how your family or colleagues or neighbours see you; it is not about success; it is about personal satisfaction. Also notice “right now”. This wheel is a snapshot. Scores will change weekly, daily – even hourly as circumstances change. Do not look for ultimate truth; just check in with how you feel in this moment.



6. Which of them requires immediate attention?

7. Which are too small?

8. If this wedge were the right size, how would your life be different ?

9. When this wedge is the right size, how does this enhance what's going on in the other wedges?

2. What and who am I putting up with in my life?

Write down everything and everyone you've been putting up with or tolerating. Just brainstorm anything that comes up without analysing it. Most people end up with around 20 items (some big, some small) the first time they do this.

It could be

Your own behaviour.....

Other people's behaviour.....

Habits you want to stop.....

Habits you want to start.....

Things you haven't done.....

Things needing fixing.....

The way you feel.....

The way you look.....

Where you live.....

Your career.....

Your health

Now, look at your list. Write a list of 20 actions that will eliminate these energy drains forever.

Anything, from ending a toxic friendship to planning how to work from home to starting an exercise plan.

3. MY OWN BEST INTERESTS

Q: If I were to consistently put my own best interests first, what would I do differently right now?

What is the thing you're most afraid to say about your life and what are you going to do about it?

When we hide from the truth of a situation 'I can't do this anymore' or 'I've been 2 stones overweight for year' or 'I'm drinking too much' it drains away all your energy.

Looking at the truth lets you see the problem clearly in daylight and lets you start to change. Create small doable, babysteps which allow you to move forward.

Write down a list of 20 babysteps

Make a list.....brainstorm. No self-criticism or judgments. Your starting point for change will be obvious.

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.

8.

9.

10.

11.

12.

13.

14.

15.

16.

17.

18.

19.

20.

4. POWERFUL QUESTIONS THAT GET RESULTS

Instead of asking **“WHY?”** start asking **“WHAT?”**

Asking “WHAT “moves you from the PAST (stuck and hopeless) to the PRESENT and FUTURE (identifying steps and taking action)

Examples:

OLD

Why is this happening to me?

Why am I such a failure?

Why aren't I better at this?

Why can't I get it?

Whose fault was it?

Who did what?

NEW

What do I need to get through this?

What will get me what I want?

What can I do to improve?

What do I need to know to understand?

What is the solution?

What would have made a difference?

EXERCISE

Write down all the complaints and issues you have in your life right now. Yes, all of them!

Then record all the bewildering and frustrating information questions you've been asking yourself.

E.g.

Why is this happening?

Why did I do that?

How will we ever...?

Now write down all the powerful **WHAT** questions that belong to your situation

E.g.

What can be said that I have not said?

What can I do right now to make a difference?

What will make me feel better?

How can we both get our needs met?

Next answer all the questions and notice the difference

5. IDENTIFY WHAT MATTERS MOST TO YOU

Values mean the things that define you that are at the core of who you are. Your values are the things that matter most to you. That's why it's so important to express your values in your activities and relationships. They help you make the choices and priorities that are right for you and will make you happier. If you neglect a core value or allow it to be dismissed or violated, you will feel resentful and frustrated.

See if you can identify:

What is important to you?

What do you care about?

What do you want in your life?

When do you felt happiest? Pick a time from your past when you felt fulfilled. What values were you expressing there?

What do you react negatively to?

What makes you angry or frustrated?

What value is being violated?

Tick or circle any values that appeal to you (not needs or shoulds). Highlight any that jump out at you. There are no right or wrong answers or any limit to numbers.

ADVENTURE

Risk	endeavour
The unknown	quest
Thrill	experiment
Danger	exhilaration
Speculation	venture
Dare	
Gamble	

BEAUTY

Grace	radiance
Refinement	magnificence
Elegance	gloriousness
Attractiveness	taste
Loveliness	

TO CATALYSE

Impact	spark
Move forward	encourage
Touch	influence
Turn on	stimulate
Unstick others	energise
Coach	alter

CONTRIBUTE

Serve	facilitate
Improve	grant
Augment	provide
Assist	foster
Endow	

TO CREATE

Design	conceive
Invent	plan
Synthesise	build
Imagination	perfect
Ingenuity	assemble
Originality	inspire

DISCOVER

Learn	uncover
Detect	discern
Perceive	distinguish
Locate	observe
Realise	

FEEL

Emote	be with
Experience	energy flow
Sense	sensations
Glow	
Feel good	

TO LEAD

Guide	reign
Inspire	rule
Influence	persuade
Cause	encourage
Arouse	
Enrol	

MASTERY

Expert	best
Dominate field	outdo
Adept	set standards
Superiority	excellence
Primacy	
Pre-eminence	

PLEASURE

Have fun	be amused
Hedonism	play games
Sex	be entertained
Sensual	
Bliss	

RELATE

Be connected	be linked
Part of community	be bonded
Family	integrated
Unite	be with
Nurture	

Now look back through the ones you've highlighted and prioritise them so that the ones that matter to you are at the top of the list.

Next, notice which of these you are expressing in your activities and relationships and which get lost or neglected.

6. PROJECTS AND GOALS

In order for you to change, your unconscious mind needs new instructions. It needs something to draw it into the future. It needs a bright and clear picture and sense of what you want and how you want to look. That's why having a **Project** excites the unconscious much more than setting a series of goals.

So, first envision your project and give it a name or a symbol.

Project + symbol

Vision and feelings

Big picture

Vision board-get a cork notice board and a pile of papers and magazines. Tear out any images or words that appeal to you (even if you don't know why) and then collage them on to the board. Put the Vision Board somewhere private where you will see it every day. The images set your unconscious mind on a journey to set up the conditions to achieve what you want.

Goals and stepping stones

What do you want?

How will you recognise when you have this?

Where and when do you want this resource

What resources do you need to achieve this?

What do you need to do to do this?

Is this something you yourself can achieve?

What are the advantages of making this change?

What are the disadvantages?

What will happen if you don't get this?

What's important to you about getting this?

What will this outcome help you avoid feeling?

What is the benefit of this outcome?

Discover how to set goals that really work

1. Recognise the difference between what you want to happen and what you believe it will do for you.

2. Set the goal in clear realistic and recognisable terms in writing with an end in mind. You will then know when you have got what you want –**and the feelings you want to have will follow**

- | | | |
|-----------|------------|-------------------------------------|
| 3. | Attainable | possible with what you already have |
| | Measurable | quantifiable |
| | Accurate | specific measurable |
| | Zone | end in mind |
| | Exact | use all your senses |

Write the goals down and keep a journal or record of actions taken on a daily basis

4. Traps

- ✚ having too many goals- start with one
- ✚ only knowing what you don't want – describe in detail exactly what you do want
- ✚ wanting things over which you have no control
- ✚ wanting an emotion- not an end result

5. Habits. Break the habit of not achieving goals by having something better to put in its place. Doing nothing to change your life is simply a habit – nothing more. Make a list of new daily habits that are specific and measurable and put them in your diary. Schedule them in.

6. Mood triggers. Identify what, who and when you respond by over-eating or drinking or feeling negative. Interrupt the connection. Do something different.

7. Ask what else will change in my life when I succeed?

8. Variations in the journey to the goal are not setbacks – they are deviations- keep revising your route.

9. Fear of succeeding! Focus on the benefits of change not on possible problems

10. Have a daily walk of 10 minutes - this fires off serotonin, the feel good factor, in your brain

11. Drink plenty of water- often thirst is confused with hunger

BONUS! The 14 keys to NLP

Of course, you don't have to believe these statements, but life is better when you do!

1. People respond to their experience, not to reality itself.

We do not know what reality is. Our senses, beliefs and past experience give us a map of the world from which to operate. NLP is the art of changing and expanding your maps, so you have much greater choice of action.

2. Choice is better than no choice.

Always aim to have a map for yourself that gives you the widest and richest number of choices. Act always to increase choice. The more choices you have, the freer you are and the more influence you have

3. People make the best choices they can at the time.

A person makes the best choices they can, given their map of the world. The choice may be bizarre, self-defeating or evil but to them it seems the best way forward. Given a better choice in the map of their world, they will take it.

4. People work perfectly.

No one is wrong or broken. They are carrying out their strategies perfectly, but the strategies may be poorly designed and ineffective. You can change your strategies to something more useful and desirable.

5. All actions have a purpose.

Our actions are not random; we are always trying to achieve something, although we may not be aware of what this is.

6. The unconscious mind balances the conscious mind; it is not malicious.

The unconscious is everything that is not in consciousness at the present moment. It contains all the resources we need to live in balance.

7. The meaning of your communication is not simply what you intend but also the response you get.

This response may be different from the one you wanted. There are no failures in communication, only responses and feedback. If you are not getting the result you want, change what you are doing.

8. We already have all the resources we need or we can create them.

There are no unresourceful people, only unresourceful states of mind.

9. Mind and body form a system. They are different expressions of the one person.

Mind and body interact. It is not possible to change one without changing the other. When we think differently, our bodies change. When we act differently, we change our thoughts and feelings.

10. If one person can learn to do something, anyone can.

If one person can do something successfully, then you can model their behaviour. You do not become a clone of the model-you learn new strategies from them.

11. If you want to understand – Act.

The learning is in the doing

12. If what you're doing isn't working, do something else.

Stop banging your head against the wall and try a new strategy.

13. There is no failure, only feedback.

You are getting feedback all the time, from other people and from your results in life. Use this to change your strategies so you consistently get the results you want.

14. People's behaviours are the best guide to their thoughts.

People are much more than their behaviour; change their map of the world and their behaviour changes.

About Lorna

I have coached scores of people from business executives, scientists, solo entrepreneurs, parents, GPs, students, people facing redundancy or retirement.

I'm available by telephone from wherever you are at a time to suit you.

You can choose between telephone coaching, face to face coaching or e-mail coaching.

You have immediate access to my goldmine of new techniques

I have given me a goldmine of techniques that really work. As soon as you sign up with me, you have unlimited access to all these resources; articles, techniques, free Hypnosis MP3s, websites, and books.

You can experience the newest clinically proven techniques .

I'm a Life and Career Coach highly qualified in NLP, Hypnotherapy and Psychotherapy and was one of the first Certificated NLP Coaches worldwide.

Using the latest techniques I can make fast and permanent changes to harmonise your conscious and unconscious mind so that they work together on your behalf.

I tailor my coaching and therapy to you as a unique individual.

You can benefit from my wide experience working with individuals, couples and large firms such as Motorola, Winterthur, Corgi, Fyffes, Pfizer, Vodafone, DFEE, PPC Worldwide, Novartis, HM Prison Service and major EAP companies providing business and personal coaching and therapy.

I am very experienced in working with individuals and large organisations

Professionally, my experience encompasses Life and Career Coaching, Psychotherapy, Hypnotherapy, Clinical Psychology, Management Consulting, Employee Counselling for Corporate Businesses and Education Management. My interest is inspiring women to solve their problems and discover or rediscover their passion in work and life.



I am professionally registered and accredited

Professionally, I am a member of BACP (British Association for Counselling and Psychotherapy), ANLP, the NHS Directory of Complementary Practitioners, AAMET Association for the Advancement of Meridian Energy Techniques and ICF(International Coach Federation).

I am highly qualified

Qualifications

- MA (Management)
- BA (Hons) Modern Languages
- Postgraduate Diploma Psychosynthesis Psychotherapy
- Master NLP Coach
- Master Practitioner NLP and Hypnotherapy
- AAMET Accredited Level 2 EFT Meridian Therapy Practitioner
- Master Practitioner Time-line Therapy
- Certificate Therapeutic Counselling
- Diploma Psychological Astrology (Zurich)
- Postgraduate Diploma Education
- Investors in People Assessor (Henley the Management College)

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