



What To Expect From Me As Your Coach

I know that you are perfect just the way you are.

I know you are great, all my clients are. That is why I want and enjoy each one of them. They are all growing, successful and willing and I am assisting them to further their personal and professional lives, as well as their businesses. My clients do not need me; they want me in their lives to support them in getting from where they are to where they want to be. They know the journey is easier when two people row the boat.

I expect your best.

If you are hiring me, then you are probably ready to do and be your best. And if you are not doing your best, I will request that you do.

I will make direct requests.

I will make direct requests of you. A request is like a real-estate offer. You have three options. You can accept, you can negotiate for different terms (counteroffer), or you can say no (with an explanation).

I will ask questions.

I prefer NEVER to tell anyone anything. I help you discover for yourself. With your permission, I will ask you many questions. Strangely, one of the finest compliments I receive from my clients is this, "Mark, now I am more focused than I have ever been before."

I will give straight advice.

If I have a sense about something and I believe you are open to it, I will share with you what I am feeling and make specific suggestions on how to deal with the situation. If I am not sure, I will say so. Always use the best of what I say and use your own judgment.

I will not step over much.

When I hear a funny tone in your voice, or hear you say something that I just cannot understand or seems off, I will question you about it. Often, it is these small moments that offer the chance to resolve something, move through something or remove something that is standing in your way.

Expect lots of fieldwork.

I will provide fieldwork based on what I sense is needed, where I believe gremlins need to be cleaned up, steps on goals that need to be taken and things that need to be done to take care of yourself. I will also work with you in developing fieldwork appropriate for you at the time. I often request that my clients come up with their own fieldwork.

I am here for you.

I want to hear it all. If you have a personal problem, are upset with something, are just starting to realize something big, or cannot wait to share a breakthrough, call me ANYTIME. I am your coach each and every day. You can call me, email me, and fax me. I am also a father, a husband, and an active citizen of my community. If I cannot talk when you call me, we will arrange a time.

And in closing: If at any time either one of us decides to discontinue the coaching relationship, the relationship will be immediately dissolved. You are at free will. I am here to support, assist, mentor guide, and encourage you but all decisions and actions are ultimately yours and yours alone to make.