

Powerful Conversations

Advanced Training for Leaders, Coaches and Change Agents



Why This Course?

**Create
Breakthroughs**

**Strengthen
Relationships**

**Move Towards
Mastery**

Overview

- 4-month teleclass with videoconference
8 sessions, 90 min., about every 2 weeks
- Intensive live coaching practice using
your real situations
- Expert mentoring by Steve Levin, MCC
- Resource guide with 90+ pages of
advanced tools and methods
- A small group of experienced learners –
only 8-12 members
- 12 CEU's towards ICF certification
- See www.leadingchange.net/pc for
logistics and fees

Each session combines live coaching with direct feedback and advanced tools

Resource Guide of Models & Tools (10%)



Expert Guidance by Master Coach (80%)



Feedback from Experienced Peers (10%)



Live Coaching Using Real Situations

What Makes a Conversation Powerful?

1. Get to What Really Matters

You don't need to "build trust first." Get to the core stuff now.

2. Generate Fresh Insights

Interrupt their patterns. Provoke creative thinking.

3. Explore from a New Point of View

A spark of insight fades fast. Fan the fire of change.

4. Move from Intention to Results

Some say Yes to ideas but No to action. Let's change that.

What happens in each step?

1. Get to What Really Matters

- Listen to what they say, but focus on what they reveal
- Connect with the core of their concerns
- Introduce a more useful frame
- Create value within 10 minutes

2. Generate Fresh Insights

- Disrupt habitual thinking that keeps them stuck
- Address gaps in logic and flat spots in feeling
- Resolve the tension between apparent opposites
- Refocus on what is truly authentic

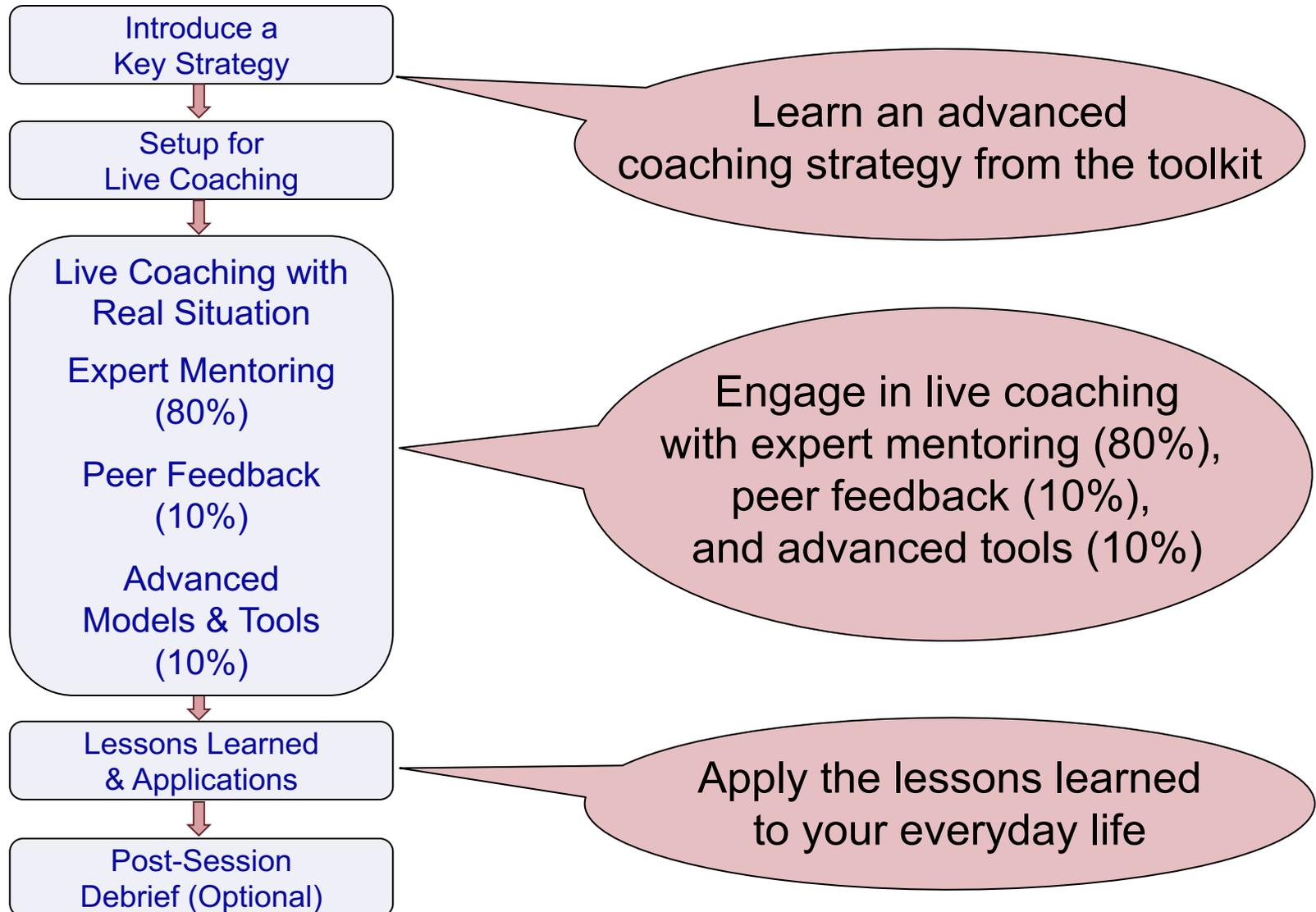
3. Explore from a New Point of View

- Shift identity from “victim” to “owner”
- Experiment with new approaches
- Test for consistency and resolve
- Evoke a bold stand for a desired future

4. Move from Intention to Results

- Turn vague ideas into clear choices
- Design small, specific steps to success
- Set up structures for support
- Track progress and make course corrections

What Happens During Each Session?



Make a bigger impact

We cover a lot of territory, but you will take away the insights and skills that are just right for you.

Some typical results:

- Create breakthroughs during your coaching conversations.
- Move quickly to the core issues, without intruding
- Engage clients to listen and reflect deeply
- Challenge clients with boldness and humility
- Handle resentment, resignation, and other negative moods with a calm, focused presence
- Help clients to set and meet their own high standards with clarity and rigor
- Feel more grounded and more connected with yourself and your clients...and much more confident that you are making a difference.

What's it like to take this course?

I found this much more than a high-level peer group. Steve brings huge depth, and we stretch each other.

The difference here is the live coaching and feedback. It's real and spontaneous, yet we get the guidance to go deeper.

I felt my coaching could do more. This class showed me how to break through the false bottom to make a bigger impact.

The tools in the Resource Guide are powerful, and the best part is using them in real conversations where they make a clear difference.

At last, a class for experienced coaches! There are lots of twists and turns in the live coaching, so this is not for beginners. But that's what makes it fun.

A Message from Steve

To have more impact, you don't need a lot more theory. Rather, you will benefit most from clear guidance, experimentation, and direct, precise feedback tailored to your needs.

I see competent coaches and leaders miss opportunities again and again. The clients may not complain, but the coaches wonder, "Could I make a bigger difference?"

I developed this live-action learning method to take "good" conversations and make them exceptional. It requires an appetite for personal development and a lot of practice, but it's worth it.

If you are already competent and want to stretch to the next level, I would love to work with you. Just call me to find out if this is a good mutual fit.

Logistics & More Information

- Course Schedule
 - The course is 8 web/telephone sessions, 90 minutes each, about every 2 weeks over 4 months. In-house courses are scheduled to meet client needs. See www.leadingchange.net/pc for open enrollment courses.
- Membership
 - Class size is limited to a small group of experienced learners so we can move quickly, explore rich nuances, and challenge each other more productively.
 - Participants should already feel competent to conduct basic coaching or supervisory conversations. If you are not sure, call to discuss.
- Instructor
 - Steve Levin, MCC (Master Certified Coach) is a 25+ year coaching veteran. He created the *Powerful Conversations* training over 15 years ago to provide advanced mentoring through his unique live coaching method. Biography and references gladly provided upon request.
- Fees, CEU's
 - Tuition is based on class size and schedule. Inquire for specifics.
 - Payment plans and limited scholarships are available. Call to discuss.
 - We expect the International Coach Federation (ICF) to approve 12 hours of core competency coaching CEU's upon request
- More Information
 - Contact Steve Levin to learn more or to participate in a sample session.
 - Email info@leadingchange.net or call Steve Levin at 650 851 3641.