

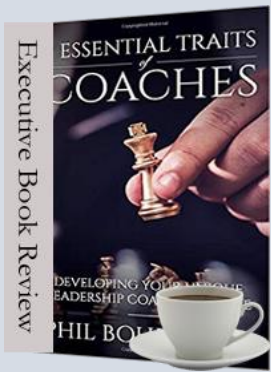


Book # 119
Event # 224

7 Essential Traits of Coaches

by Phil Bohlender

Reviewed by Phil Bohlender



About the Authors

Phil is an experienced, energetic, and enthusiastic global leader who has worked on five continents and in two industries with some prominent Fortune 100 Companies. As a result of his passion for learning and sharing his business expertise and experience with others, he is a powerful speaker and workshop presenter. Phil's other books include **Wings of Wisdom: Lessons Learned at 35,000 Feet**, **7 ESSENTIAL TRAITS OF LEADERS**; **Developing Your Unique Leadership Style**.

About the Book

7 ESSENTIAL TRAITS OF COACHES is organized for LEADERS who want to integrate more coaching traits into their leadership style. The book shares some of the coaching leadership best practices that Phil developed throughout his 35-year corporate career. The book can be read cover to cover or one trait at a time and is intended to be read and referenced more than one time.

The Book's ONE THING

Integrate more Coaching Traits and Best Practices in Developing Your Unique Leadership Coaching Style.

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Need to grow top line revenue? Improve bottom-line profits? Build accountable and trusting teams? Improve cash flow? Develop leadership team members? Blue Sky Leadership Consulting works with small and mid-market organizations to leverage Strategic Thinking and Execution Planning. We encompass many of the principles in these books into our [7 Attributes of Agile Growth](#) methodology and development of your company's [Growth Roadmap](#). Contact us for a free consultation



The Chapters

Chapter 1 Caring

Caring is the foundation for coaching and leading others.

Caring includes being considerate, kind, and helpful.

Caring is focused on others.

Chapter 2 Observing

Observing requires a coach or leader to be present with others.

Observing takes into account the 93% non-verbal part of communication.

Observing allows coaches and leaders to discover more about others.

Chapter 3 Affirming

Affirming focuses on the positive characteristics of others.

Affirming builds others' self-confidence and self-respect.

Affirming has the power to shift others' mindset.



The Chapters

Chapter 4 Clarifying

Clarifying supports mutual understanding and comprehension.

Clarifying is best supported with asking open-ended questions.

Clarifying prevents confusion and conflicts from arising.

Chapter 5 Honoring

Honoring consists of respect, admiration, and trust.

Honoring others increases their self-esteem.

Honoring has the potential for having a positive impact on others.

Chapter 6 Engaging

Engaging requires a coach or leader to be focused and attentive.

Engaging promotes learning, growth, and development.

Engaging with others is essential in establishing a collaborative relationship.



The Chapters

Chapter 7 Supporting

Supporting consists of helping, assisting, and being there for others.

Supporting coaches and leaders are action takers and walk the talk.

Supporting positively impacts the relationship between the coach or leader and others.

Conclusion

Taking on a leadership role for the first time of the x time, is exhilarating and exciting. All too often, individuals enter their leadership roles with little to no formal training or coaching and mentoring. Leaders who want to do well are left to figure it out on their own.

7 ESSENTIAL TRAITS OF COACHES: Developing Your Unique Leadership Coaching Style is available to first time leaders as well as leaders who are moving up the proverbial ladder into bigger roles. It serves to close the gap by expanding skills and knowledge with some coaching and leadership best practices.



A Retrospective of our last ten books ONE THING

Just Listen	Be more interested than interesting.
Titan: The Life of John D Rockefeller	We study the lives of famous people who have impacted the world in order to better understand our own impact on the world. Every human being is a complex enigma containing both beauty and darkness.
Reading Magic	Reading with a family whether family by blood, profession, or interests, leads to delight and food for thought, which presents a lot of goodness and positive growth for the entire community. Read continually... experience books, learn from books, share books!
The Power of TED	Shift happens when we break out of the default mode of victim and adopt the creator mod of being.
The Memo	Women of color and underrepresented groups are sometimes at a disadvantage in the workplace especially when it comes to securing high level positions. Become aware of your unconscious bias.
Made to Stick	Sticky messages of all kinds, whether true or false, draw their power from the same six principles: 1. Simplicity 2. Unexpectedness 3. Concreteness 4. Credibility 5. Emotions 6. Stories. "As we pored over hundreds of sticky ideas, we saw, over and over, the same six principles at work" From Made to Stick
Occasional Magic	"Educating the mind without educating the heart is no education at all." Aristotle
The Surrender Experiment	Surrender is about peaceful acceptance, listening and being open to what life is putting in front of you. Surrender is not passive.
Work is Love Made Visible	Leaders should focus on who they are, not just on what they do. Recognize your purpose in life!
Think and Grow Rich	"All achievement, all earned riches, have their beginning in an idea!" It is what you APPLY in life that will CHANGE your life.



Let's Pan for Some Gold

What thought, or idea had the biggest impact on you today?

What is your ONE THING? What one specific action you will take TODAY from what was discussed?



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Calendar of Events

San Antonio	San Antonio	Corpus	Houston	San Antonio	West Side
"1st Friday"	Wine & Cheese	2nd Tuesday	4th Thursday	"4th Friday"	3rd Wednesday
7:30AM	5:30 PM	5:30 PM	11:30AM	8:00 AM	12:00 Noon
Wittigs	Haworth Smartworld	Wittigs Haworth	Wittigs Haworth	Alpha Home	American Sunrise Good Samaritan
6-Mar	11-Mar	10-Mar	26-Mar	27-Mar	18-Mar
Judy Zimmerman Work is Love Made Visible	Peter Braeuler Think & Grow Rich	Peter Braeuler Think & Grow Rich	Robyn Tresnak Talent is Never Enough	Robyn Tresnak Talent is Never Enough	Phil Bohlender 7 Essential Traits of Coaches
3-Apr	8-Apr	14-Apr	23-Apr	24-Apr	15-Apr
Marisa Ortiz Big Magic	Robert Schmidt A Republic. If You Can Keep It	Robert Schmidt A Republic. If You Can Keep It	Pat Whitty Man's Search for Meaning	Pat Whitty Man's Search for Meaning	Robert Schmidt The Alchemist
1-May	13-May	12-May	21-May	22-May	20-May
TBD	Malcolm Coon Sapiens	Malcolm Coon Sapiens	Judith Cutright The Obstacle is the Way	Judith Cutright The Obstacle is the Way	Catherine Lester Power of Moments