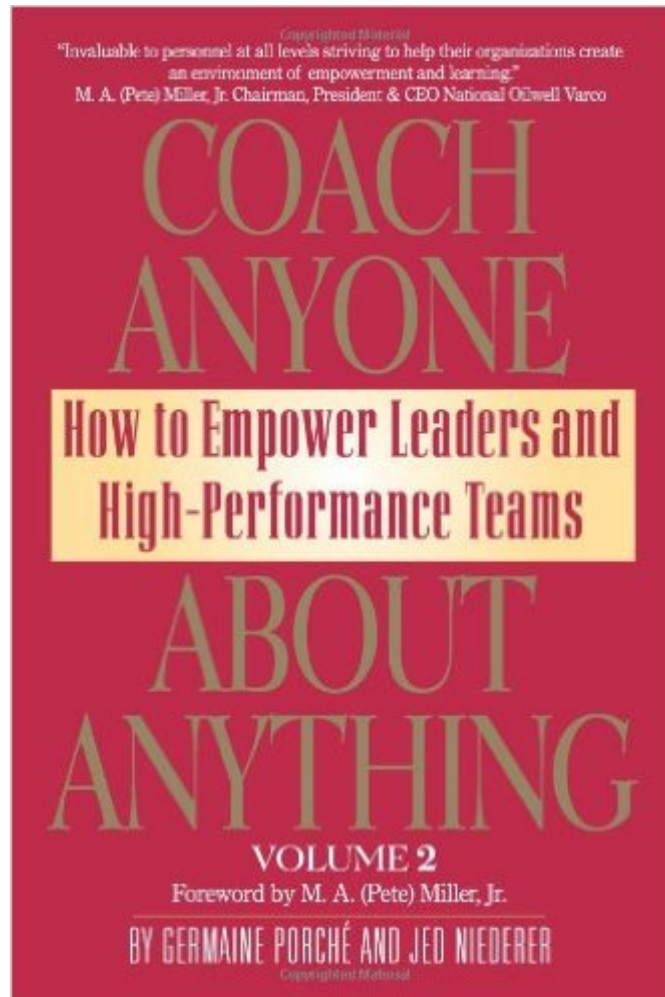


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# Coach Anyone About Anything: How To Empower Leaders & High Performance Teams



## Synopsis

This Volume 2 book builds on the work presented in Volume 1. In Volume 1, the focus is on the individual and equipping you with tools to help your clients succeed, as well as growing your knowledge and confidence in the world of coaching. Coach Anyone About Anything, Volume 2 addresses a different perspective of coaching: coaching within the organization. You can still apply all the tools personally; however, the tools contained herein will help you to bridge your work from an individual to an organizational context. Who is this book for? For managers who want to have their employees improve their performance. It will help supervisors save time through coaching to develop their people, not just train them. For executives committed to expanding their direct reports ability to take on extraordinary business objectives and win. It's for chief executives looking to create and sustain a coaching culture to help guarantee continued success and increase shareholder value. And this book will assist mentors who want to do more for their proteges than merely orient them to their organization's traditions and customs. For professional coaches on the hunt for proven tools and techniques to help their clients make more money. Coaches desiring new, straightforward ways to contribute to their clients will find this volume a gold mine of fresh approaches. For coaches seeking easy-to-implement performance models to enable their players/clients to increase their revenues and profits. By the way, throughout the book we will refer to persons being coached in any industry as players. And every coaching approach we share with you can be applied to teams as well as individual players. For people who would love to learn how to coach themselves to achieve their goals. In these pages you will discover models and lenses to help give your players an eagle's view of their organizations in order to illuminate the pluses and minuses. You will discover a process to help players uncover the things they have in place that drive high performance and those things that dampen it. This methodology includes helping your clients to invent ways to redesign their business processes to generate greater results. Sales coaching has become a hot topic today in many enterprises since the Sales Executive Council published these revelations: 1. Average producing salespeople improve their performance 19 percent when receiving effective sales coaching. 2. Poor sales coaching drives sales results down and is actually worse than no sales coaching at all. We offer you unique tools and proven techniques to coach salespeople effectively. We will also dismantle the notion that sales coaching is merely a new trendy term for sales management or sales training common misconceptions. Coaching is a conversation, and effective listening is critical, of course. But did you know that players can be coached in the appropriate way to listen to different speakers? That's right; players are more successful when they listen differently to coaching, mentoring, leading, and managing. You'll learn about these frameworks for listening to

different roles and identify reasons why the responses you receive from players sometimes don't fit the situation. Have you ever wondered how coaching differs from mentoring? Many people use the terms interchangeably. Well, we offer a set of principles that distinguish the two and increase the power of each. In addition, we differentiate coaching and mentoring from management and leadership. Are there things you've dreamt about but haven't found the time? In these pages, we deliver a new pathway for you and your players to realize your dreams. Contrasting outcome management with traditional time management is bound to challenge your thinking and supply new openings for achievement.

## **Book Information**

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## **Customer Reviews**

Germaine and Jed lay out detailed time management and motivation strategies for anyone looking to accomplish anything at all. Entry-level workers, managers, entrepreneurs, students, and parents can glean a wealth of practical information about tackling to-do lists, empowering people, prioritizing pressures, becoming a better team player, and leading others to work together. Germaine and Jed steer clear of trite advice and cliches; instead, they share personal stories, useful diagrams, and witty illustrations to convey their wisdom. Readers can put down the book feeling encouraged and equipped to conquer procrastination. I strongly recommend this book to people of all ages looking to regain a new outlook on defining and reaching goals.

My expectations for volume 2 have been exceeded! I first turned to chapter 14, "Make Planning Fun & Effective". There I found nuggets that I have begun using with my coaching clients. The

Panoramic Card Game is just one of the many innovative and effective coaching tools in this book.-John Gordon Business & Personal Coach Kansas City, MO

Jed and Germaine do an excellent job at creating a coaching tool that is useful for ALL - whether you are new to the coaching field or are an experienced coaching professional!! The information can be immediately applied to real life situations to get you focused back on effective coaching. Must read for anyone interested in continuing their growth in coaching - or to be coached!

Use coaching to significantly leverage knowledge and build a more effective team! Jed and Germaine approach coaching concepts in a straightforward way with good examples for ease of application. I have been with Purdue University for over 30 years. Coaching plays an important role in building our team of professional staff that work with industry clients to develop and deliver education programming. Reading both volumes of Coach Anyone about Anything helped me revitalize the power of coaching for our team. For those of us further along in our careers, be sure to read the story on page 249 - a great example of how an experienced professional can benefit from being receptive to coaching. Thanks Jed and Germaine for helping me consider more effective ways of extending knowledge to others as well as being personally open to coaching from many sources internally and externally. This book is a great resource and guide for anyone who wants to leverage the power of coaching. Well done!

Coach Anyone About Anything Volume 2 is an invaluable resource for anyone who is charged with coaching, managing, motivating or leading anyone, at anytime! I found within this book useful tips and strategies that help me in coaching situations, management situations and frankly, in regular life situations. The book is written in such an easy to read format that I found myself getting to the end of a chapter and then not being able to put it down because the next chapter was too enticing. You will read this book once because it is so good you won't want to put it down. Then you will read it the second and third time to really absorb the great lessons. After that, it will sit on your desk as a wonderful reference and become an important tool in your coaching/management toolbox.

This book was given to me and I found out it was a jewel of my heart to unlock my potential as a consultant and advisor, but also help others exercise their abilities to creatively reach their goals. Coach Anyone, Vol.2 is not just a book to read, but a study guide and compass to frame your business for exponential success. I really like the style of writing for this book because it appeals not

only to executives who know the lingo, but also to the layperson, just getting started....I am able to comprehend the science behind the sales business in a way that was not apparent to me before. Great job Jed & Germaine!!

This is hands down the best Coaching book for leaders and organizations on the market. Coach Anyone About Anything -How to Empower Leaders & High Performance Teams is an engaging, action-provoking guidebook. It illuminates a path that the reader takes to drive success in his personal and work spaces by understanding coaching and developing those who are: in his pit crew, directing from the cockpit, going along for the ride, and/or viewing the ascent from the launch pad. I love the shared colorful insights relative to decisionmaking, authorities, and inspiration. This is a must for those called to a role in which persistent and effective heavy-lifting is required. Inspiring!

Coach Anyone About Anything vol. 2 is a very useful guide for the managers who are trying to develop their direct reports. In spite of not being a manager, this book gave me an insight on how you can coach anyone via listening to your player effectively. Reading this book made me realize how important it is for coach to put themselves in players place and shape their conversation based on individual protocols. I would highly encourage all the players who are being coached to read this book and understand the value of having a coach.

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