



508

**COACHING FOR
ACCOUNTABILITY
AND PROFIT**

STEVE SHAW UNIVERSITY

esqu

ONE ON ONE COACHING

DO YOU HAVE ASSOCIATES THAT NEED

HELP ... IMPROVEMENT ... COACHING

YES

NO

**IF YES WRITE DOWN INITIALS OF THE FIRST
PERSON WHO COMES TO MIND**

**HAVE YOU COACHED THAT PERSON
1 ON 1?**

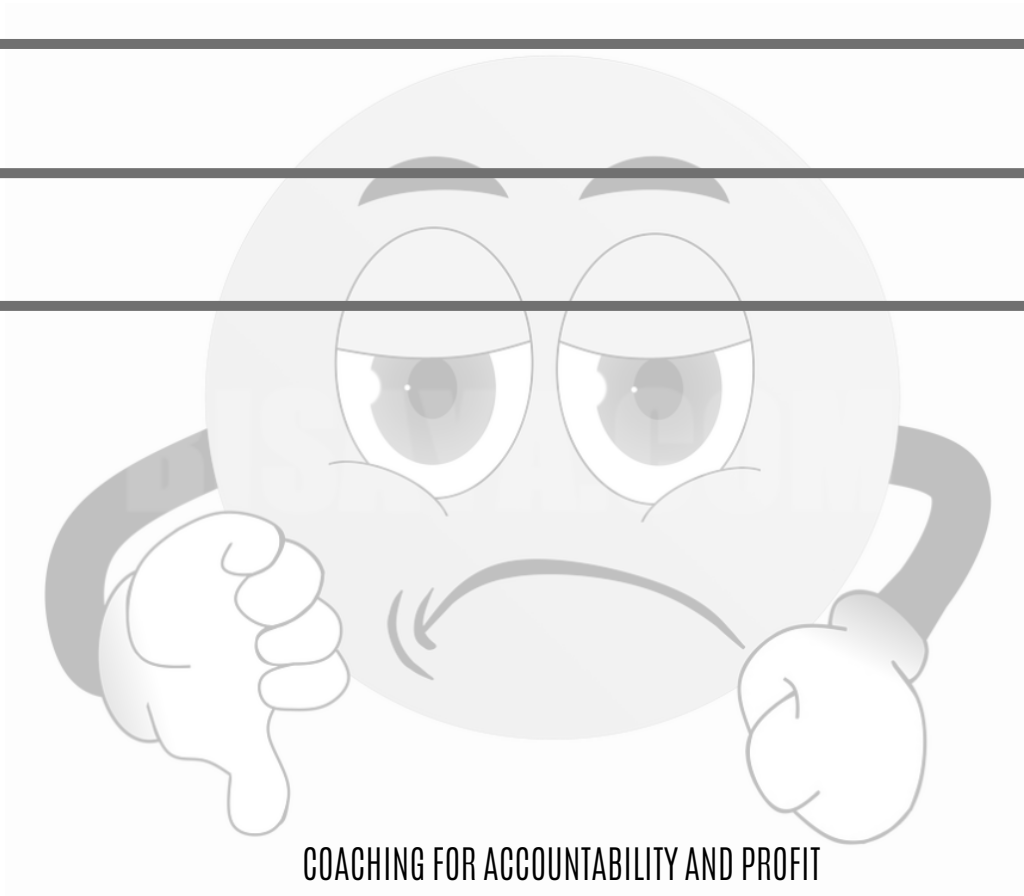


ONE ON ONE COACHING

**DO YOU HAVE A STRUCTURED
1 ON 1 COMMUNICATION?**

YES

NO



TYPES OF PERFORMERS

1 _____

2 _____

3 _____



KEY ELEMENTS OF 1 ON 1

1 _____

2 _____

3 _____



HOW TO HOST A MEETING

1

2

3

4

5



COACHING FORM

USE THIS FORM OR MAKE YOUR OWN

Associate

Manager

Date

High Level Question _____

Passing Items

Failing Items

Measurements Passing

Measurements Failing

Manager Help _____

Associate Action _____

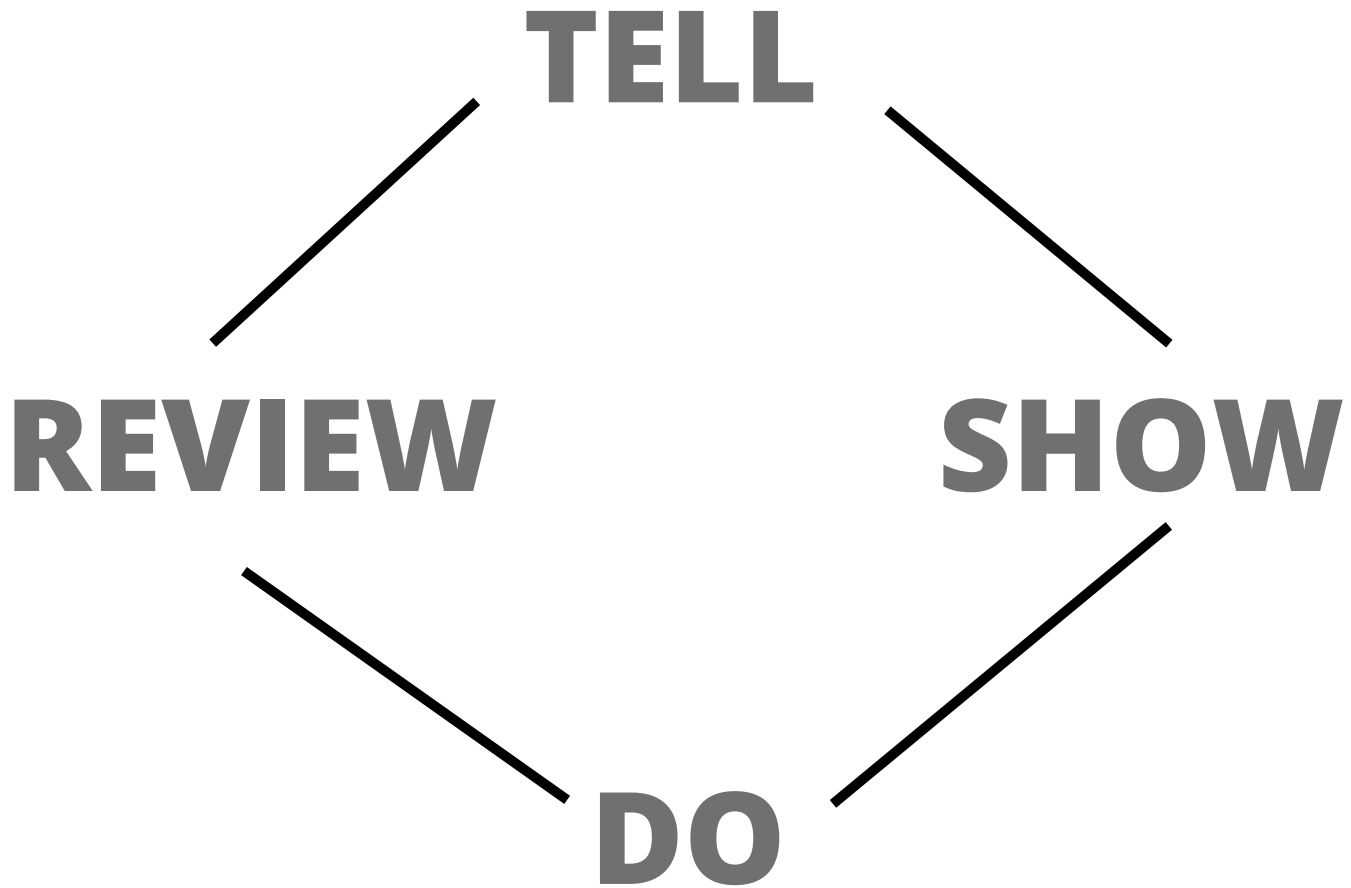
Review Date

Improvements _____

Pass | Fail Manager _____



PRACTICE MODEL





MODEL

TELL _____

SHOW _____

DO _____

REVIEW _____



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