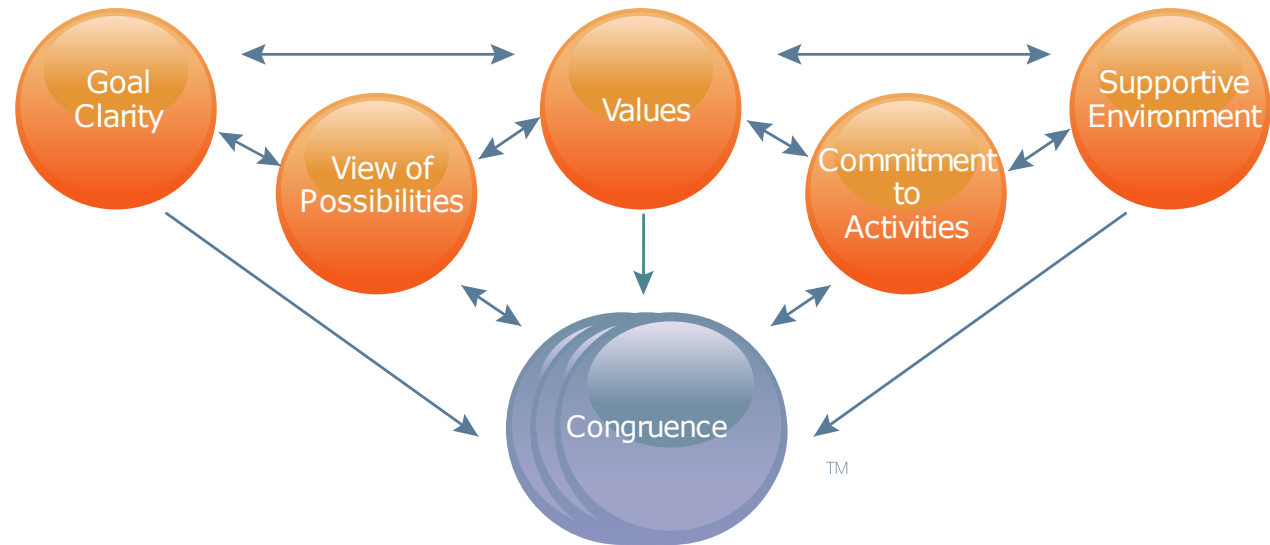


High Achievement Drive is Key to Success

Five Drivers of High Achievement Coaching Tips



Goal Clarity

- Ask them how committed and/or excited they are about the goal on a scale of 1-10.
- Encourage him/her to focus on the rewards of reaching their goal rather than on the obstacles or roadblocks.

View of Possibilities

- Encourage studying others who have achieved goals similar to their goals.
- Collaborate together to design a strategy of logical interim steps toward his/her goal.

Values

- Encourage creating and focusing on goals that provide value for others.
- Ask them to explore if their goals are consistent with their true values.

Commitment to Activities

- Help them clearly understand the activities necessary to reach their goals.
- Challenge them to identify meaningful rewards they can give themselves when they achieve their goals.

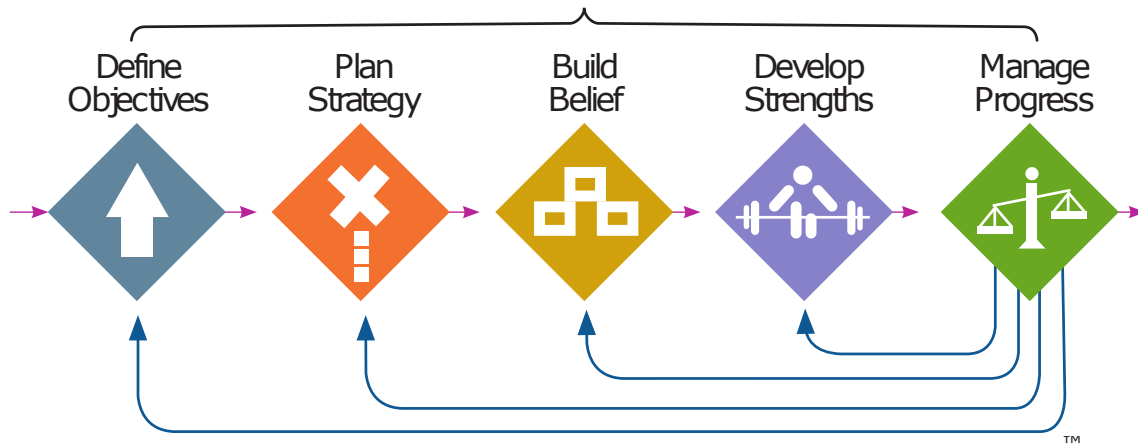
Supportive Environment

- Encourage sharing of their goals with key people and associate with people who will support their goals.
- Challenge them to identify meaningful rewards they can give themselves when they achieve their goals.

*"It's time to start living the life
you've imagined."*

– Henry James

Achievement System



Success Roadmap

Coaching Questions

"The minute you begin to do what you really want to do, it's really a different kind of life."

– Buckminster Fuller

1. Where are you now in your life/career and where would you like to be?
2. What does that look like? How will you determine success?
3. What about that goal excites you? Motivates you?
4. What about that goal de-motivates you?
5. What progress have you made with your goal? Are there any revisions/changes you need to make in your goal?
6. What incremental mini-goals have you achieved?
7. What new mini-goals do you need to set?
8. How will you build belief that your goal is possible?
9. What prior successes can you build on? What new beliefs will you need to build?
10. What new attitudes, habits, skills and specialized knowledge do you need to develop?
11. What affirmations will strengthen your belief and desire?
12. What can you do today that will take you one step closer to your goal?