

**The Coaching Partnership
(the 4 stages of coaching)**

<p>Stage 1 Establishing the coaching relationship</p>	<p>Stage 2 Action planning</p>
<ul style="list-style-type: none"> • Initial meeting with client and or management • Proposal and contract • First contact with client • First coaching session • Second coaching session • Report to management 	<ul style="list-style-type: none"> • Establish values, vision and goals • Develop action strategies using GREAT
<p>Stage 4 Evaluation and follow up</p>	<p>Stage 3 The coaching cycle</p>
<ul style="list-style-type: none"> • Evaluation • Final session – closure • Preventing slippage • Follow up sessions 	<ul style="list-style-type: none"> • Review • Assess • Feedback