



Health Coaching

Health & Wellness 10 Step Program

Here is my own 10 step coaching plan, the steps can be rearranged or even combined or separated. This is NOT a 10 week plan, but rather a plan with 10 steps to optimal health. Some topics may take several sessions, most will take at least 2 weeks each, thus it's an approx. 20 week plan. 3 months is the shortest coaching plan you should offer. It really takes time for change to solidify. After the 3 months you could do weekly or monthly follow ups. Monthly follow ups work if the person is highly self-motivated and really on the right track.

Remember, this is just a sample idea to get you started. In fact, you may find you do this after the meet & greet as you realize what the person really wants or their particular challenges. Let your client know that the 10 steps may be done over 10, 12, or even 16 sessions depending on their needs. Again, the TIMES are just rough ideas for a 45-60 minute session. Let the situation lead and adapt as needed.

NOTE: BEFORE the first session: Make sure they fill out the registration form - see (with a disclaimer you're not a Dr. or Counselor) and they've submitted that to you. For those of you who'd like to offer free introductory sessions and use that to land clients please see the companion handout "Health Coaching Intro Session Signups" for specific instructions on doing those sessions. The intro session in this handout will assume clients have signed up for the program.

1. Introductory Session

Give them a very brief introduction about yourself and how coaching works. Ask client a bit about themselves. Ask them what they expect from the coaching sessions. Make sure they understand your role is to guide, not to have all the answers. Expectations make or break relationships. Both you and the client need to be on the same page as to what you can achieve together. Spend just a few minutes on this. Sample dialog: "Welcome, I'm so glad you could join me today. My names is _____ and I have been trained in health coaching by the Body Mind Health Coach Program. I'm a mother, wife, and business woman who loves kayaking, photography, and watching sci-fi movies. Tell me a bit about yourself in a few words?" WAIT for their reply then, "That's very interesting that you like jogging, that may fit perfectly into your health goals. Just briefly, I want to share with you what coaching is. It is a process where I will ask you questions to help you identity and accomplish health goals. I'm not a therapist or a doctor and you'll still need to follow their advice throughout all our time together. But I will provide feedback and helpful tools to get you on track."

Next, set expectations. Let them know how you're going to coach them. Identify the goal of the session is to help establish their health goals and some of the challenges they face. And give them a "heads-up" that you are going to tell them about your services. Sample dialog: "In this session we will take the next 40 to 50 minutes to look at a few of your health goals and challenges to those goals through questions, brainstorming, and worksheets that will help you gain clarity as to what you really want and need."

Then, establish where the client is at right now and what they want to improve. Sample dialog: "So let's start off with the first question: What made you sign up for this health & wellness session?" Let them answer (take notes, use active listening, summarize and repeat) "Is there anything else?" Let them answer (take notes, use active listening, summarize and repeat). "Is there anything else?" Let them answer (take notes, use active listening, summarize and repeat).

repeat). Spend at least 15 minutes on this. Other questions you could use:

“What health goals are you considering right now?”

“What is the #1 thing relating to health that you could use some clarity on?”

“Why is that important to you?”

“What impact will accomplishing these goals have on your life?”

Let’s have a look at your health. Do the Life Inventory sheet and compare with what they stated they want to improve. Approx. 10 to 15 minutes or so, depends on the client.

Then spend some time on what are the challenges they face. Sample dialog: “So what do you see as in your way to achieving these goals?” “Anything else?” “What else? Spend about 5 to 15 minutes on this. Other questions you can ask: “What is the greatest challenge that you’re facing that you’d like help confronting?” Identify their obstacles: Ask them, “What’s stopping you from having this _____?” “And, what else?” “And what else?”

If they’re not sure, you can suggest common obstacles that hold other people back, such as:

- a. Not being clear on what you want
- b. Not having a good strategy
- c. Skills or resources that you don’t have yet
- d. Environmental – non-supportive influences, people bring you down, exposure to temptation
- e. Psychology – fears, doubts, limiting thinking

Summarize what they want to achieve and the obstacles they face. Ask them if you got it correct? Was there anything else we missed that you’d like to add? WAIT FOR RESPONSE. “Ok, that’s great.”

Ending the session. “Well, now you have put to paper, so to speak, what you really want and some of the challenges you face in achieving that. You’ve accomplished a lot in this session. I’m looking forward to helping you work on a step by step plan to walk you through the goals you want to achieve. I’ll be hear to work out the difficulties and guide you to solutions for challenges that may arise. “

Be sure to ask them if they have any other questions before ending the session. Ask them to fill out the session survey and make sure they are completely comfortable with the arrangements you made with them and wish them a happy, healthy day!

Step 2. Firm Up a Primary Goal

Welcome the client, asking how their week went. Go over the last session and firm up a primary goal along with its complementary secondary goals. “So now that you had time to reflect on what we worked on last session, let’s establish exactly what you want to work on.” “Where do you see yourself in 5 years?” “In 1 year” “In 6 months” “In 1 month” “In 1 week” “Tomorrow” Once the discussion is finished create SMART goals with one primary focus and the rest of the goals leading toward that first one. See lesson on SMART goals. These may change, let the client know they are not in stone, and life is fluid. That it’s ok if the goals need rearranging. Let them know challenges and setbacks are normal. Write it all down and give a copy to client. Review it and set up next session.

Next session work on some more secondary goals to help achieve the primary one. Welcome the client, asking how their week went. Go over what you worked on in the last session very briefly. Did they do their 1 day goal? Their

1 week goal? What were the challenges they faced? Look up the challenges from the first session and dig deeper into those specific to your client.

Step 3. Dig Deeper into Health.

Welcome the client, asking how their week went. Go over what you worked on in the last session very briefly. Did they continue to do their weekly goals? What were the challenges they faced? Find out how the client is doing. Are they consistently meeting their 1 week goals (weekly goals)? What challenges are they still facing? How can they overcome these? Do the health assessment and wheel of life worksheet. Talk further about their 1 year goal, do they need to make any adjustments?

Step 4. Challenges & Limiting Beliefs.

Welcome the client, asking how their week went. Go over what you worked on in the last session very briefly. Did they continue to do their weekly goals? What were the challenges they faced? Look up the challenges from the first few sessions and dig deeper into those with your client. Then discuss biases and limiting beliefs. Take briefly about CBT or REBT, and use those to help you guide the client into solutions. End the session with at least 1 of the challenges solved or a plan for them to work through it. Explain, one they meet one road block at a time, it is manageable and they can master it. They only need to get through the next day, really, only the next 5 minutes. At any one moment they only need to get through that moment. Book their next session.

Do another session similar to this one. Plus, did they meet their 1 month goal? How are is their primary goal, does it need adjusting to adding more secondary ones?

Step 5. Get Moving.

Welcome the client, asking how their week went. Go over what you worked on in the last session very briefly. Did they continue to do their weekly goals? What were the challenges they faced? Work with the client to develop an action plan for fitness. What has worked for them in the past? Use the SMART goals worksheet. Give them the exercise handout at the end of the session.

Follow up with one or two more sessions on this topic. What did they think of the handout? Do they need to adjust their fitness goals. How are they progressing on their primary and secondary goals? Do another Life Inventory. How are they doing? Where are they improving, where do they still need work?

Step 6. Diet & Nutrition

Welcome the client, asking how their week went. Go over what you worked on in the last session very briefly. Did they continue to do their weekly goals? What were the challenges they faced? Talk about nutrition. What are they eating right now, what do they want to be eating?

Do a second session on this topic, all the while keep their primary goal in focus. Do another health assessment and wheel of life worksheet. How are they improving?

Step 7. Stress Reduction

Welcome the client, asking how their week went. Go over what you worked on in the last session very briefly. Did they continue to do their weekly goals? What were the challenges they faced? Talk about deep breathing techniques for overall health and stress reduction. Stress assessment – see resources. Walk through the assessment together.

Step 8. Getting Proper Sleep & Other Rest

Welcome the client, asking how their week went. Go over what you worked on in the last session very briefly. Did they continue to do their weekly goals? What were the challenges they faced? .Talk about the various forms of rest. What goals relating to rest does your client want to set?

Step 9. Gratitude & Forgiveness.

Welcome the client, asking how their week went. Go over what you worked on in the last session very briefly. Did they continue to do their weekly goals? What were the challenges they faced? Depending on which you think the client needs from previous sessions choose either gratitude or forgiveness to talk about in this session. If they need both, do one then the other.. Discuss gratitude and why thankfulness can improve their health. Use a few sessions to do this step.

Step 10.Avoiding Toxins

Welcome the client, asking how their week went. Go over what you worked on in the last session very briefly. Did they continue to do their weekly goals? What were the challenges they faced? What is harmful for your client and how to avoid it. From poor diet choices, to caffeine or other drugs, to improper thinking. Do another Life Inventory. How do they feel about their progress?

Follow Up Sessions

Continue with their primary and secondary goals. As the accomplish them, get excited for them and praise them for their accomplishments. Have other concerns come up? Are the sessions lacking anything they need? Are they wishing for anything different? Let them express openly and honestly, don't take anything personally. This is all about help them.