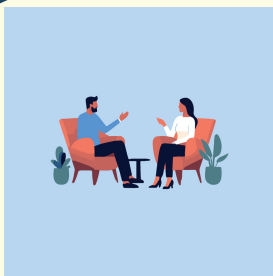


# CREATING TEAM AND GROUP COACHING

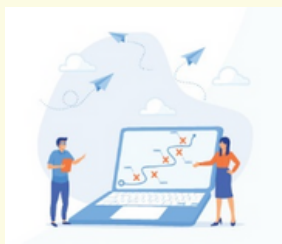
# PROPOSALS

*with Jennifer Britton*



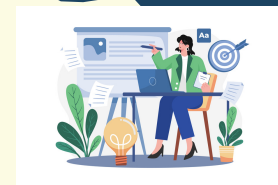
## Understand the Request

Use your coaching skills to inquire about what the request is, what has led to this request, and what success will look like. What's important about this? What's at stake if things don't change?



## What can you offer?

Listening to the request, what is it that you can offer. Is it 1-1? Group? Team? What supports are needed? Who else needs to be involved?



## What is the timeline?

What are the core elements and milestones along the way? What needs to happen in order for each activity to build on one another? What frames readiness and coachability?



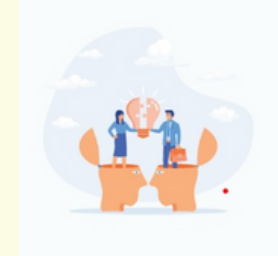
## Showcase Your Expertise and Experience:

What do you bring to the table? Share examples of similar projects, testimonials of your work, and/or where they can go to learn more - ie. Whitepaper or video.



## Present a Professional and Well-Structured Document

Use the proposal checklist to make sure you include what is being asked for.



## Get Granular, Be Specific and Answer all the questions

Details are everything - what are the elements, what's the cost, who needs to do what, by when. If in doubt, reach out as this often becomes part of the legal contractual framework