Powerful Conversations
for Coaches and Change Agents
with Steve Levin, MCC

Benefits to You

Greater Influence

Stronger Relationships

Personal Development

Fast Facts

- 4-month teleclass with web support
  8 sessions, 90 min., every 2 weeks
- Intensive live coaching practice
  using your real situations
- Resource guide with 80 pages of
  advanced tools and methods
- Extensive peer and expert feedback
- For experienced learners only
- Small group – 8-12 members
- 12 CEU’s towards ICF certification
- No cost if not fully satisfied after first session

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Each *Powerful Conversations* session features live coaching, direct feedback and just-in-time tools.
Master the Four Stages of Powerful Conversations

1. Get to What Really Matters
   You don’t need to “build trust first.” Get to the core stuff now.

2. Generate Fresh Insights
   Interrupt their patterns. Provoke creative thinking.

3. Explore from a New Point of View
   A spark of insight fades fast. Fan the flames to spread the fire of change.

4. Move from Intention to Results
   Some say Yes in concept but No in action. You can change that.
Each step moves you towards lasting change

1. Get to What Really Matters
   - Listen to what they say, but focus on what they reveal
   - Connect with the core of their concerns
   - Introduce a more useful frame
   - Create value within 10 minutes

2. Generate Fresh Insights
   - Interrupt unproductive thinking
   - Challenge assumptions, beliefs that keep them stuck
   - Explore gaps in logic and hot or dead spots in feeling
   - Reconnect with what is truly authentic

3. Explore from a New Point of View
   - Shift identity from “victim” to “owner”
   - Evoke a bold stand for what is possible
   - Encourage full expression of thoughts and feelings
   - Move from vague ideas to clear choices

4. Move from Intention to Results
   - Commit to productive action
   - Practice / experiment with new moves
   - Set up structures for support
   - Track progress and make course corrections

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Each session is dynamic, edgy, and fun with real situations, live coaching, expert feedback, and advanced tools.

**Introduce a Key Strategy**

**Setup for Live Coaching**

**Live Coaching with Real Situation**
- Peer Feedback
- Expert Mentoring
- Advanced Models & Tools

**Lessons Learned & Applications**

**Post-Session Debrief (Optional)**

**focus on a core strategy**

engage in live coaching on a real case with intensive feedback and mentoring

apply the lessons learned to your everyday life
You will make a bigger difference

Our live coaching method gives you plenty of opportunity to stretch. You will improvise with creativity and rigor.

We cover a lot of territory. You will take away the insights and skills that are just right for you.

Some typical results:

- You will probe more deeply, without intruding
- You will speak in a way that evokes deeper listening and faster engagement
- You will challenge clients with boldness and humility
- You will handle resentment, resignation, and other negative moods with a calm, focused presence
- You will more rigorously help clients to set and meet their own high standards
- You will feel more grounded and more connected with yourself and your clients

What’s it like to take this course?

I found this much more than a high-level peer group. Steve brings huge depth, and we stretch each other.

The difference here is the live coaching and feedback. It’s real and spontaneous, yet we get the guidance to go deeper.

I felt my coaching could do more. This class showed me how to break through the false bottom to make a bigger impact.

The tools in the Resource Guide are powerful, and the best part is using them in real conversations where they make a clear difference.

At last, a class for experienced coaches! There are lots of twists and turns in the live coaching, so this is not for beginners. But that’s what makes it fun.
A Message from Steve Levin

I love this course because it’s fun, rich, vibrant, and unsettling. It takes you to the edge of your competence, then a few steps further.

A dozen colleagues are here to support you. We are all curious explorers. We honor each other’s courage in taking risks.

The experiential method is rich, and you will get whatever you are ready to absorb. The learning is always surprising.

*Powerful Conversations* is my favorite professional gig. It’s a blast. The people are strong coaches and great human beings.

If this intrigues you, I invite you to give it a try. I bet you’ll like it. Me, I love it.

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Logistics & More Information

- **Course Schedule**
  - The course is 8 web/telephone sessions, 90 minutes each, about every 2 weeks over 4 months. In-house course schedules are tailored to meet client needs. Open enrollment courses are offered occasionally.

- **Membership**
  - Class size is limited to a small group of experienced learners so we can move quickly, explore rich nuances, and challenge each other more productively.
  - Participants should already feel competent to conduct basic coaching or supervisory conversations. If you are not sure, call to discuss.

- **Instructor**
  - Steve Levin, MCC (Master Certified Coach) is a 20+ year coaching veteran. He created the *Powerful Conversations* training over 12 years ago to provide advanced mentoring through his unique live coaching method. Bio and references gladly provided upon request.

- **Fees, CEU’s**
  - Tuition is based on class size and schedule. Inquire for specifics.
  - Payment plans and limited scholarships are available. Call to discuss.
  - We expect the International Coach Federation (ICF) to approve 12 hours of core competency coaching CEU’s upon request.

- **More Information**
  - Contact Steve Levin to learn more. Discuss your needs and consider a sample session that gives a full-featured demonstration of our method.
  - Sign up to receive occasional updates on Powerful Conversations at [www.leadingchange.net/contact-me](http://www.leadingchange.net/contact-me)
  - Email [info@leadingchange.net](mailto:info@leadingchange.net) or call Steve Levin at 650 851 3641.