

Coaching With Purpose



Alicia Sepulveda
Founder of Make College Yours, LLC

Overview

A composite image featuring a large lightbulb with the Earth as its filament, a child sitting on books reading, a rainbow, and an airplane in a cloudy sky.

01 Coaching Defined

02 Coaching Skills & Practices

03 Process

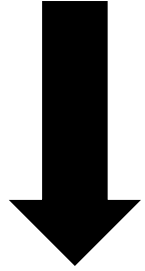
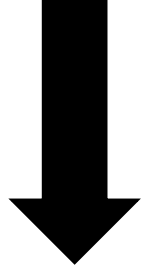
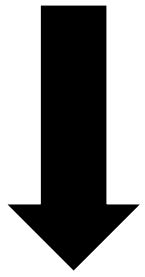
04 Practice

A woman with a long ponytail is sitting at a white desk, writing in a notebook. She is wearing a black top. On the desk, there is a small vase with greenery and a framed picture on the wall behind her.

Coaching Defined

Someone who is **professionally trained** to *partner* with people to *tap into* their full potential and help them **move forward** through the process of **identifying** and **achieving** *personal* and *professional goals* that will **maximize their potential** (Johnson & Sepulveda, 2021).

Six Coaching Practices in Higher Education



Coaching Beliefs

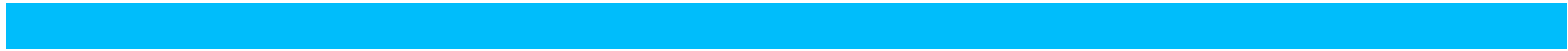
Coaching Skills and Tools

Coaching Meetings and Conversational Framework

Coaching Progression Over Time

Training, Growth, and Development as a Coach

Coaching Role in Higher Education



Coaching Skills

Active Listening

Authenticity

Being Comfortable with the Uncomfortable

Non-Judgment

Powerful Questions and Reflection

Underlying Concerns

Relationship Building and Rapport

Skilled Intuition

Coaching Tools

Time Management

Study Skills

Test Preparation

Motivation

Goal-Setting

Tools to Help Student/Client Set the Agenda

Mindset

Purpose Work!



Conversational Framework

- Provides Structure
- Intentional
- Time Management

- Over time
 - Be Flexible
 - Experiment



Conversational Framework for Coaches

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1 Connect

- Build relationship
- Explain coaching

2 Accountability

- Follow up from last meeting
- Reflect - what worked/
didn't work?

3 Exploration

- Ask questions about life,
class, goals, money, health,
balance, etc.

4 Topic or Agenda

- They choose the topic
- What goals do they have related to
their topic/agenda?
- Hold back advice

5 Growth and Insight

- Explore motivations
- Explore what is getting in the way
- Who do they need to be?

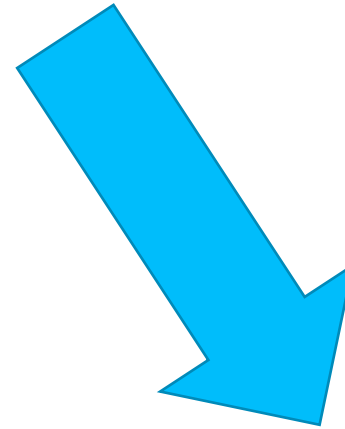
6 Action and Next Steps

- What could they do?
- What are they willing to
commit to?

Two Coaching Approaches



Life Coaching in
Education



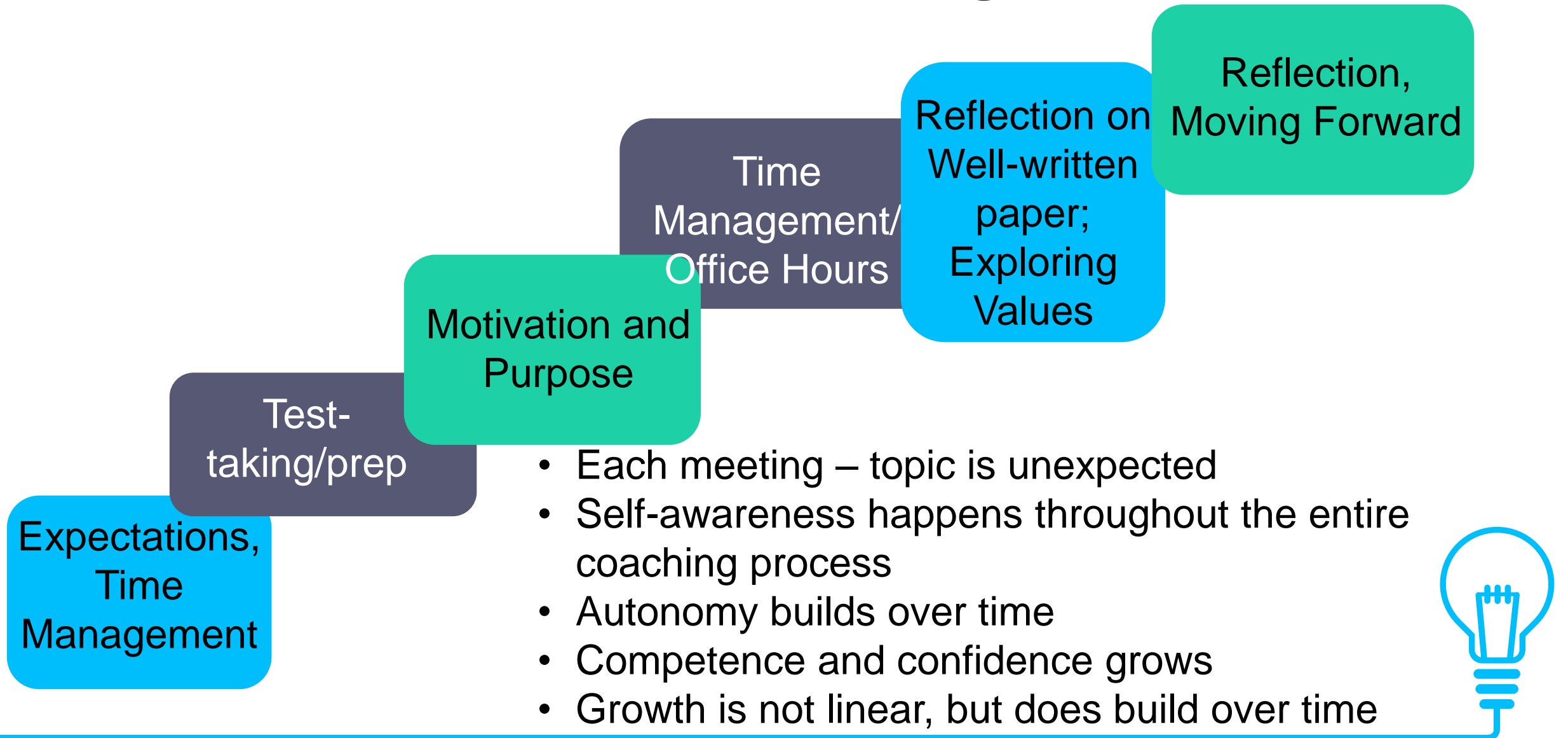
Content-Based
Coaching

Option A: Life Coaching in Education

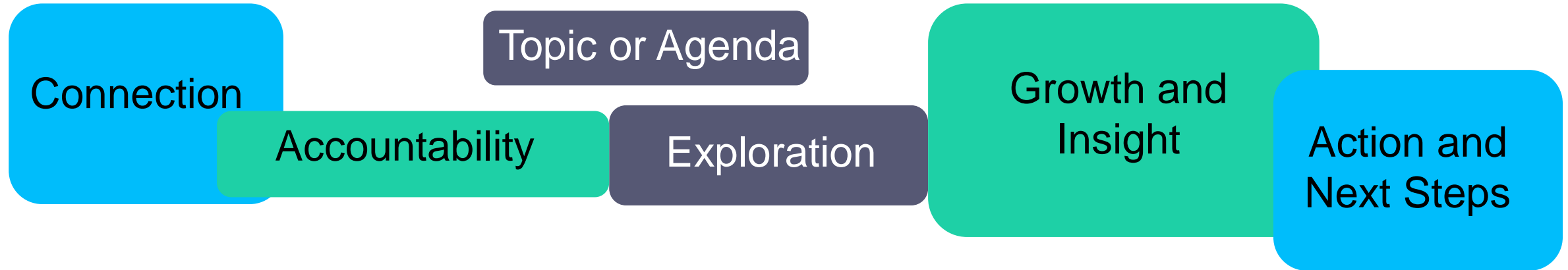


- No clue what the agenda will be
- Meeting students where they are at
- Always a chance the student has no idea what skills they want to learn or areas they want to grow in
- Building self-awareness
- Intentionality on process – not content

Option A: Life Coaching in Education

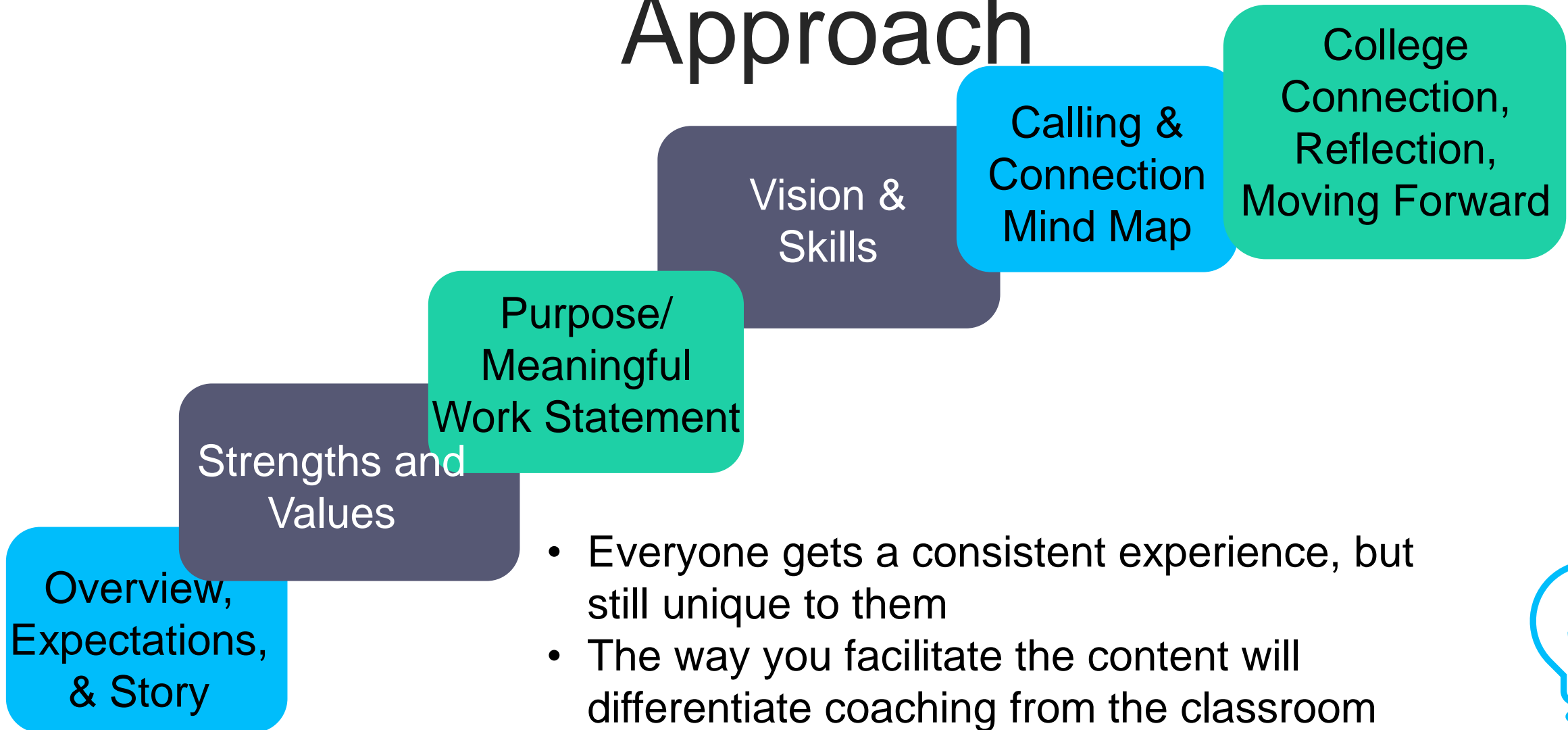


Option B: Content-Based Coaching Approach



- Already know the agenda or topic
- Intentionality is more in the topics – what goes first, next, last?
- Use your own expertise, while also building theirs
- Ideal in classes, group coaching, business

Option B: Content-Based Coaching Approach



Considerations

- Time
- Purpose
- Your personal preference
- Clients/Students
- Marketing and/or Selling



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- Breakout in Small Groups
- Each person will have 10 minutes
 - 1st person – choose and start
 - 2nd person – choose and start

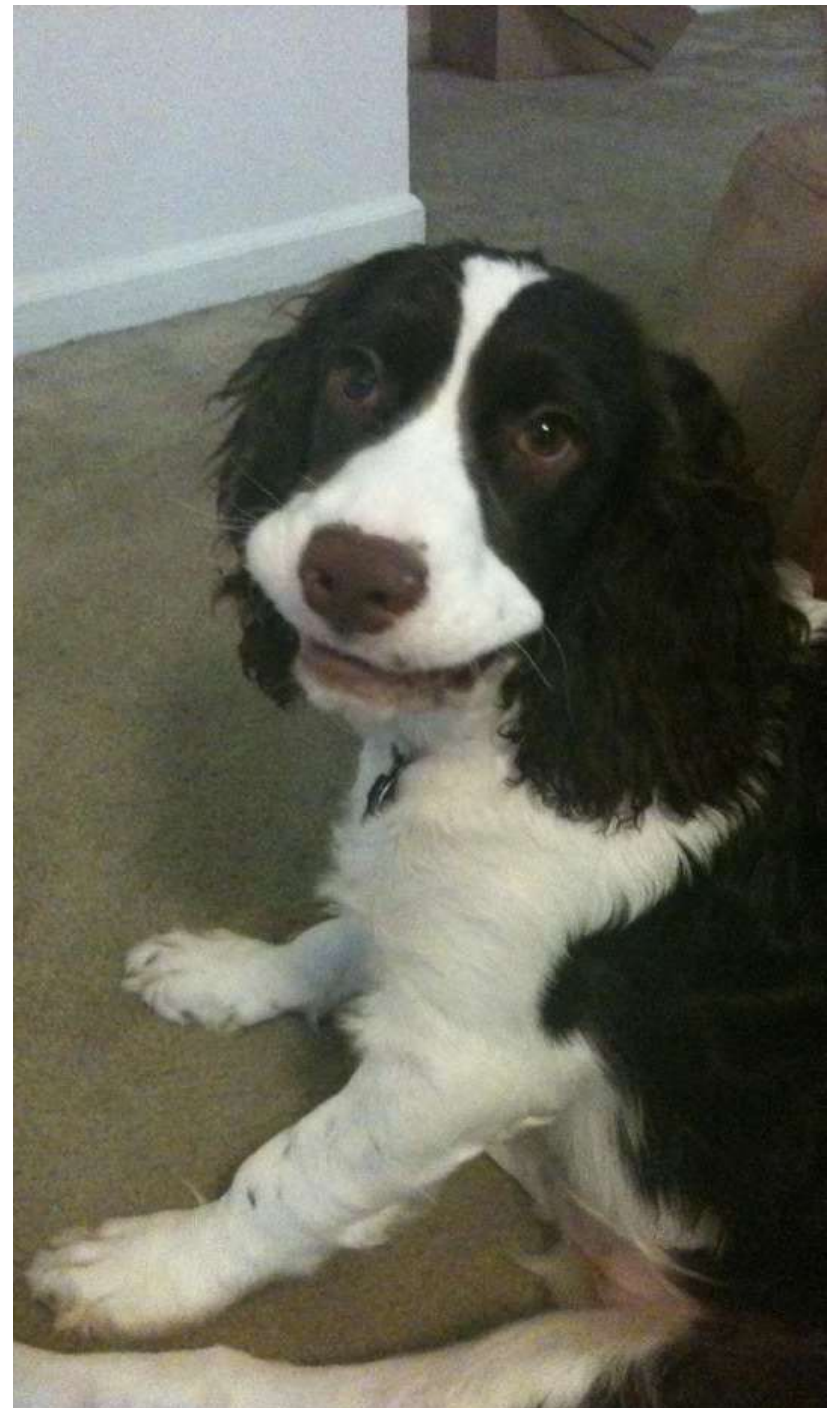
Life Coaching in Education

- Go through each of these phases and practice coaching your partner around a topic. This will be quick! START WITH TOPIC/AGENDA
- PDF link

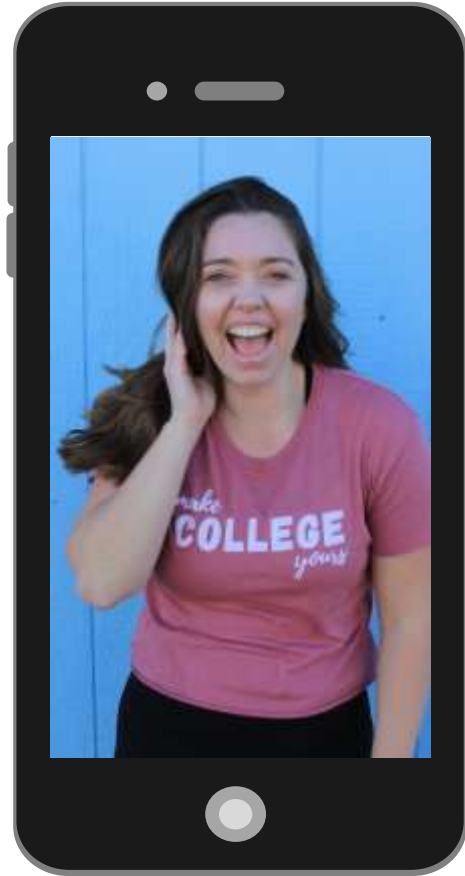
What came up for you?

What can you do to move forward?

What else do you need or want to learn about?



Let's Connect!



Alicia Sepulveda

College Success Coaching Network



@thecollegelifecoach



The College Life Podcast



thecollegelifecoach@gmail.com

www.aliciasepulveda.com

www.makecollegethinyours.com