



# FASCINATE

## CERTIFIED ADVISOR





# FASCINATE CERTIFIED ADVISOR™ TRAINING SESSION

## Module 4: Working with Individual Clients



# MODULE 4 AGENDA/OBJECTIVES

- Understand how to communicate effectively with your coaching clients, using the Advantages.
- Identify similarities/differences between your client's Advantage and your own.
- Describe how Fascinate supports the client coaching process.

**When you have the benefit of knowing the various ways in which people communicate, their responses will make more sense to you.**

# HOW TO COMMUNICATE WITH DIFFERENT ADVANTAGES

**POWER**

Focus on goals and plans.

**PASSION**

Allow time for expression of emotions or feelings.

**MYSTIQUE**

Present facts.

**PRESTIGE**

Present clear rewards.

**ALERT**

Define consequences.

**INNOVATION**

Give space for autonomy.

**TRUST**

Rely on tradition and the past.

# REFLECTIONS AND INSIGHTS

## Differences

Consider your IDEAL CLIENT:

- What would you consider their top two Advantages?
- How do differences in your Advantages vs. your client's show up?
- What red flags do you need to be aware of?
- How do you leverage them to benefit your client?

# REFLECTIONS AND INSIGHTS

## Similarities

Consider your IDEAL CLIENT:

- What would you consider their top two Advantages?
- In what ways are your personalities alike?
- What red flags do you need to be aware of?
- How might these similarities benefit your client?

# COACHING WITH FASCINATE®

<b>Preparation</b>	Regulating your energy and emotions Adjusting communication to best serve the client Open and aware of influences, context, and environment
<b>Agreements</b>	Designing a coaching plan on how best to work together Planning sessions, actions, accountability etc. Determining measures of success
<b>Discovery</b>	Awareness of personalities and communication styles to determine compatibility Insight into how clients are most likely to communicate with us Using appropriate language and being sensitive to their identity
<b>Conducting Session</b>	Building trust and being in the moment Acknowledging client's unique talents Supporting client expression of thoughts and feelings
<b>Self Reflection</b>	Establishing a reflection practice that aligns with your personality Taking client personality into account to determine improvements for next session Creating a self care practice



# COACHING WITH FASCINATE®

Preparation	Agreements	Discovery	Conducting Session	Self Reflection
What would you need to consider when preparing for your client?	What agreements would you need to set up with your client?	What questions would you ask in your initial coaching conversation with your client?	What would be important to keep in mind during your coaching sessions with your client?	What takeaways/ homework could you assign for your client to continue learning and reflecting?

**THEN:** Consider your Advantages and whether your client's specific Advantages may have additional needs.

# **Coaching Demo**

- a) Fascinate® Profile**
- b) Anthem Building**




# MODULE 4 ROUND-UP

# END OF THE DAY RECAP

- Understand how to communicate effectively with the Advantages
- Identify similarities/differences between your client's Advantages and your own
- Describe how Fascinate® supports the client coaching process



What are you taking away?



What is one action you will take  
to integrate today's learning in your  
business and life?

# HOMework

1. Complete Module 4 Recap Quiz
2. Review FCA Training Manual – Module 5
3. Start thinking about your Business Development Plan
4. Continue the 7-Day Wellspring vs. Quicksand Challenge

***“The most powerful way to empower someone is to show them their own highest value”***

**Sally Hogshead**