

# Proficiency Coaching

Proficiency



## Master the Language

6 2.5 hour sessions  
15 ICF CCEU hours total

In this program you will learn the 15 Coaching Proficiencies created by the late Thomas Leonard - The Pattern Language of the craft of coaching.

### Transform Your Mindset:

**From:** The basic skills are all you need to know

**To:** The Proficiencies set an enticingly "high bar" for mastery

A Pattern Language is a set of phrases that bring an experience to life. Learning and using these language patterns will immediately improve the quality of your coaching AND your enjoyment of coaching. Even better, you can learn to use them "in the moment" to alter the course of a coaching session that is going flat or off track.

the **coaching Proficiencies** ARE THE ENGINE  
of the **COACHING**  
process - Thomas Leonard

## The Themes

1. Proficiencies for Expanding Greatness
2. Proficiencies for Expanding Trust
3. Proficiencies for Expanding Credibility
4. Understanding the Power of Pattern Language

## How this program will make you a better coach

1. You will dramatically increase your confidence as you learn the coaching language that will bring aliveness to your coaching conversations
2. You will be inspired to pursue mastery as a coach because the proficiencies provide a clear path
3. Practicing each proficiency with your coaching sessions is really fun and rapidly expands your range of options for how to approach situations.
4. When your coaching comes to life you are energized and your efforts become more sustainable.

**I have a client who is out of work and has been facing a lot of adversity. When we met this past week, I focused on "Respecting the Client's Humanity" and it clearly deepened our relationship and freed him to talk about and "go through the forest" of frustration he has been experiencing. On the other side of it, he moved towards actions he wanted to take without any prompting from me.**

**- William Harley**

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## 3 Key Points

### 1) Proficiency = Become a Better Coach

Become a Better Coach Quickly – and see an inspiring path to mastery.

As you learn, study and practice each of these 15 qualities of masterful coaching you will notice the depth and effectiveness of your coaching expand. Your players will get better results and will conclude each session with a powerful yet subtle experience of being well-coached.

Your ability to create the experience of each of the 15 proficiencies in a coaching conversation is the benchmark of the CoachVille Certified Coach and the basis of the certification process for the Center for Coaching Mastery level 2.

### 2) Pattern Language

A pattern language is a phrase that brings an experience to life. To coach using the proficiencies you must understand the experiences that they represent. When you learn to recognize how they feel when you observe them you can more easily use them at just the right time and place in each coaching session. When you use the patterns properly, your coaching conversations will be full of life!

### 3) The Play Book

The Play book for this course – created by the late Thomas Leonard - is a masterpiece in writing and visual display. Each page is packed with coaching concepts that expand your capabilities and give you fresh ideas. You will find yourself reading and thinking about your players while getting lots of great ideas for your next sessions.

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**- William Harley**

**The most intriguing part of the class was when we talked about the proficiency “designs supportive environments” and the concept that the environment will always win. Everything can be seen as environment, it is truly important for me to design inner and outer environments to get flow and reach my goal with minimal effort. By thinking and acting in those terms everything will be much easier and fun in my life. I really look forward joining the teleclass Environmental Design.**

**- Maria Åberg**



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## thomas Leonard

### The 15 Proficiencies

- Coaching Proficiency **#1** Engage in Provocative Conversations
- Coaching Proficiency **#2** Reveals the Client to Themselves
- Coaching Proficiency **#3** Elicits Greatness
- Coaching Proficiency **#4** Enjoys the Client Immensely
- Coaching Proficiency **#5** Expands the Clients' Best Efforts
- Coaching Proficiency **#6** Navigates Via Curiosity
- Coaching Proficiency **#7** Recognizes the Perfection In Every Situation
- Coaching Proficiency **#8** Hones In On What Is Most Important
- Coaching Proficiency **#9** Communicates Cleanly
- Coaching Proficiency **#10** Shares What Is There
- Coaching Proficiency **#11** Champions the Client
- Coaching Proficiency **#12** Enters New Territories
- Coaching Proficiency **#13** Relishes Truth
- Coaching Proficiency **#14** Designs Supportive Environments
- Coaching Proficiency **#15** Respects the Client's Humanity

All of the proficiencies are fantastic! They touch my heart so much! I got a feeling of getting a bit closer to the true meaning of life. This is something I been looking for...And Gloria explaining the proficiencies is great! I am learning more and more from life, such as to look at the bigger picture. Don't ask WHY; try to look for the greater truth of the situation. It feels like I am really aligned with these proficiencies.

-Nina Miöen