

Are You Coachable?

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Regardless of your level of talent or achievements, everyone needs to be coached.

It doesn't matter whether you're a world class athlete, a business executive at the top of your industry, or a TEGG Sales Representative – we can all benefit from good coaching.

Once we achieve our goals, it's easy to let ego get in the way and think that coaching isn't necessary. This is not only wrong – it can sink your success.

One of the most important things we gain from coaching is developing an ongoing level of self-awareness. If we want to continue improving in our role, we need to have a daily conversation about what we do well and where we need to improve. We all have blind spots and may think that we're doing a great job, but a coach can help identify the areas where we have opportunities to improve. A coach will look at your habits and performance from a different perspective and will easily identify small improvements that can make a big difference.

The coach can then help develop an action plan that will drive new habits leading to greater success.

John Wooden coached the UCLA Bruins to 10 NCAA basketball titles, including a stretch of seven consecutive titles. He coached 24 players that went on to have successful careers in the NBA. Wooden was clearly coaching individuals that were at the top of their game. But what was one of his biggest beliefs?

"It's what you learn after you know it all that counts," Wooden said.

Do you seek regular coaching even after you earn a Diamond Award, complete advanced levels of training, or meet a milestone for longevity in your company? Many don't. I encourage you to seek out a trusted coach or advisor to help you drive your self-awareness and develop plans for continuous improvement.

These are three questions you should address regularly with your coach:

1. What do I do really well?
2. Where do I have opportunity to improve?
3. What's my plan?

If you seek out consistent coaching and remain open to honest feedback, a good coach can help identify things in your blind spot that you can't see for yourself.

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