

**Session #413**  
**The Unique and Powerful Coach/Client Relationship**  
**Presented by Kate Larsen, PCC**

Trends in Personal Training and Coaching

Definitions and Distinctions in Coaching and Personal Training

The what, why, when, how and where:

**Five Roles of the coach:**

1. Most important aspect of the role of a coach is to create a safe place.
2. Hold the client's agenda as the most important value.
3. Keep ego out of the relationship. It's about the client.
4. Elicit client-centered solutions and strategies.
5. Hold the client responsible and accountable for action and insights in a structured way.

You have the opportunity to enable clients to become participant observers in their own life.

**Coaching**

- helps you focus on future possibilities, not past mistakes
- is about unlocking your potential
- is about closing the gap between who you are today and who you and who you want to be in the future.
- takes you from "I wish..." to "I am..."
- give you a partner, an advocate and confident.
- forces you to ask questions you wouldn't have asked (or answered) yourself.

- teaches you to operate out of conscious choice, not out of other people's expectations and demands.
- helps you stop feeling controlled by others and start holding yourself accountable for your life and choices
- challenges you to never settle for less than the best—for you!
- enables you to discover what success means to you...and how to go about achieving it.
- lets you
- assists you

### **Coaching is for you if:**

- you want to have a broader, deeper impact on your client's lives
- want a less physical way to work with people
- desire a creative and significant way to earn a greater income
- are interested in meeting a dynamic network of like-minded people
- want more control over your schedule
- would prefer to work from home or from an office

### **Coaching may not be for you if:**

- you prefer not getting into details of someone's life beyond physical training.
- aren't in a place to go for more training right now.
- you enjoy, feel better about or prefer being the "expert" in your role at work.

### **Additional Means of Impacting Clients Lives**

- ⊙ Consulting
- ⊙ Teaching
- ⊙ Therapy
- ⊙ Managing
- ⊙ Mentoring
- ⊙ Disciplining

A consultant generally wears the "expert" hat in the relationship. A coach is more often a partner with the expertise to guide and encourage rather than tell. A consultant is hired to provide an answer. A consultant is often called in to fix a problem or provide a solution. The consultant directs the relationship because of their expertise.

Teaching may be defined as the systematic, objective passing on of knowledge. In a teacher/student relationship, learning tends to depend upon the expertise of the teacher.

A therapist works with clients on healing or recovery of and from past issues. Coaching addresses "what is" and moves forward into "what could be." Looking back in therapy is important for the resolution of behaviors and thinking patterns that hold clients back from thriving and enjoying their lives. Today, many therapists also offer coaching services which address clients' needs in a different way.

Managing is work focused, with stated goals and performance evaluation. Managing involves identifying needs/goals, coordinating, delegating, implementing, initiating, strategizing, engaging, supervising, providing feedback and measuring outcomes.

Mentoring occurs in every field and industry. A mentor is usually within the same industry or specialty field of a mentee. It is not usually a paid relationship. Availability is based upon the mentors schedule and time. Emphasis is upon the experience of the mentee. It is more of a ME to you relationship. Coaching is more me to YOU.

Discipling has to do with passing on a spiritual truth to effect transformational, seminal life changes. While coaches can work with a client on spiritual issues, this tends to be more of a mentoring style of relating.

The most helpful clarification or distinction I received today was:

---

---

Prepared by Kate Larsen, PCC

[www.katelarsen.com](http://www.katelarsen.com)

888-Lif-Walk (888-543-9255)

Author of *Progress Not Perfection: Your Journey Matters*