

STRATEGIES FOR DEVELOPING TRUST AND RAPPORT IN THE COACHING RELATIONSHIP

That's a really interesting perspective! If you don't mind sharing, please tell me about a particular experience that has shaped your perspective on this?



DEMONSTRATE SINCERE CURIOSITY AND INTEREST

Genuinely ask questions. Curiosity demonstrates that you are interested in the coachee and builds trust in your relationship. Listen and summarize at the end of the conversation so that the coachee feels heard.

REASSURE AND PROTECT CONFIDENTIALITY

Confidentiality must be discussed up front, then strictly adhered to. One breach can undo weeks and months of trust-building. Be a person who keeps things confidential.

Rest assured that our sessions are strictly confidential; I will not share any details of our coaching session without your explicit permission. Additionally, all coaching documents are kept in a secure, locked environment.



BUILD RAPPORT THROUGH BODY LANGUAGE

Mirror your coachee's style, using the same tone, posture but also key words. When naturally delivered, this technique helps put the coachee at ease.

BE 100% MINDFUL

...during coaching sessions (not distracted) and not judgemental even in the choice of questions. Listen actively and manage the little chatter in your brain.



I brought you the book I promised so that you can read up on what we discussed in our last session..



BE RELIABLE AND ACCOUNTABLE

Be true to your word and follow through with your action. It goes a long way when it comes to establishing trust in a relationship.

ESTABLISH YOUR CREDIBILITY

Share your track record, mention credible sources and provide evidence to support your ideas. Your ability to draw on your experience and various resources will be vital to helping those you coach.

I have coached dozens of clients to launching their online business. I am confident I can help you as well. I am happy to share testimonials!

