



SIXSTAR

Mentoring & Coaching

Emily Conner

LEVEL 1 COACH TRAINING MANUAL



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THE NEXT 6 WEEKS OF CLASSES ARE ABOUT PRACTICING YOUR NEW TECHNIQUES CONTINUOUSLY, EXPANDING YOUR ENERGY, COMPLETING YOUR ASSESSMENTS, EXPERIMENTING WITH NEW LIFE HABITS, YOUR CLIENT PRO BONO WORK, AND PREPARING FOR YOUR STAR POWER PROJECT, TEST & PRESENTATION.

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How to Succeed in this Program



- 1. Keep an Open Mind! Complete the Entire Course to Truly Heal & Grow as a Coach!**
- 2. Contribute and share your Life Experiences.**
- 3. Complete your coaching hours *at a good pace!***
- 4. Be focused and ALL IN every single week, especially in Breakout sessions.**
- 5. Practice with your pro bono coaching clients weekly.**
- 6. Promote yourself as a Sixstar Coach-in-Training on social media & to your network to practice.**
- 7. Have fun! Relax! This is a Discovery Process!**

Frequently Asked Questions

"HOW DO I INTRODUCE MYSELF TO OTHERS, I'M NEW TO COACHING!"

Simple! You can say that you are a **Sixstar Coach-in-Training** who is completing a 12 week, 35 hour certification to be a Coach with our company. Do they want to try a free session?

"WHAT ARE THE BENEFITS OF WORKING WITH SIXSTAR THAN OTHER PROGRAMS OUT THERE?"

Well, we provide a FULLY immersive, self discovery process for yourself AND a full coach training in only 12 weeks, led by a TOP certified Life/Business Coach at a great affordable rate. You will work and learn from other potential coaches from around the world! When you graduate, Sixstar already has potential clients for you waiting! You will be represented by us as we match you to potential clients, and you engage your new skills with the EXACT people you SHOULD be coaching. We handle your marketing for you!

"WHAT HAPPENS AT THE END OF THE 12 WEEKS?"

You will present your STAR POWER PROJECT in front of your peers. You will also complete a written test, submit your pro bono client and student coaching logs, a recorded client call, and have a final coaching skill assessment with your trainer! Once you complete and pass those 5 steps, you will be part of the Sixstar Coaching team and start coaching others!

HOW DO I FIND PRO BONO (FREE CLIENTS) TO COACH?

Easy! We do the marketing for you! As a Sixstar coach, we get over 100 + client requests a DAY. Coaching is the 2nd fastest growing industry out there! But it is all about **the match**. We will match you with the right potential clients in your area of expertise in coaching. We also will discuss referrals, and networking as a Sixstar coach!

HOW DO I GET TRAINED AS A COACH?

You get trained virtually ONLINE via our group video sessions "classroom style" and you also work for 30 minutes with a peer coaching them AND in reverse as a client. You can request extra one on one coaching with your trainer at an additional fee. You must work collecting pro bono hours coaching your friends, family and peers. All practice matters!

WHAT IS LIFE COACHING?

The Sixstar Coaching Way

So you want to be a life coach?

Look around, just about everyone wants to be one too. Coaching is one of the fastest growing industries out there! It's red hot! It's like we all went through life, got a good education, some life experience, some time working at our "day jobs" or corporate offices, and NOW we want to be a Life Coach, right? Sorry, but that is NOT GOOD ENOUGH.

You cannot be a Life Coach, unless you are waking up in the morning, and have a pit in your stomach of all the people you SHOULD be helping with your knowledge *but aren't*. Unless you daydream during your lunch hour, at that amazing vision of yourself on a great stage, mic in hand, sharing with the masses your hard earned secrets to Life SUCCESS and changing lives. You cannot be a Life Coach if you aren't ALREADY coaching people, daily, on any topic that just sparks you up and they ask you, "So *what do you think?*".

Life Coaching is a path that chooses YOU, not the other way around. It is a feeling that follows you on the drive to your 9-5, stuck in bumper to bumper traffic, after dropping off the kids to school, or during that work meeting that is 20 minutes past due, that tells you "*You are greater than this! Your life is passing you by! Look at all the people you aren't helping and healing!*".

To us at Sixstar Coaching, coaching is that life path. A Life Path to your greatness..a path that surrounded the beginning of your life with so many varied experiences, that run the gamut of toxic to holy, that at this point you are like, "*Yes, I know what Life is about! I survived, and made it through. I'm ready to make a difference!*".

So when *you are ready*, you will look around and look into different programs. You'll ask around to coaches you know about this "life coaching biz". And that's ok! *Because just like Life Coaching chooses YOU, your school chooses YOU*. You just feel it's a match, and you don't know *why*. That is when you start *waking up to your greatness*. It's the first step, the first SPARK. It is your time to start a FIRE.

As you take these new, somewhat scary steps forward into your new life, into a new understanding of yourself, your mind, your perceptions, stories of the past...and take this journey with us, the *sparks are where it is at!* Little by little, you will start understanding the BIG PICTURE, the reason of it ALL. Eventually you will complete Level 1 of this program, and graduate with the CLARITY, FOCUS, INTEGRITY, BALANCE, PASSION and Power to "*make it!*".

Then it will be YOUR time to give others the BIG PICTURE they deserve, and wake them up to their greatness! Life Coaching to us is about building up your LIGHT as you help others Shine! Then the secrets of the Ultimate BIG Picture, the Universal Reality awakens. You become a SUPERNOVA, in your rightful place in the Universe amongst your fellow stars. Shine on!

STATISTICS ABOUT LIFE COACHING:

From Around the World

"Number of coaches: It is estimated by The International Coach Federation that there are currently 53,300 coaches, up from 47,500 part-time and full-time coaches worldwide in 2011. About 92% of these are active. Of these, 33% operate in the United States — a total of 17,500 coaches. One would think that the U.S. market is saturated, but demand appears to still be growing." (Feb 2018, MarketResearch.com)



"Life coaches may have an active slate of about a dozen clients with whom they work for months or even years, depending on each client's needs. Coaching sessions typically last 30 to 90 minutes, with occasional brief check-ins between sessions. Catherine usually talks with clients by phone, but some prefer to meet in person or over video chats. "Thanks to technology, I've worked with clients all over the world," she says. (2018, Bureau of Labor Statistics)

AVERAGE COACHING INCOME: THE ICF (THE INDUSTRY'S TRADE GROUP) ESTIMATES THAT COACHES HAVE AN AVERAGE ANNUAL INCOME RANGING FROM "\$27,100 TO \$73,100. SOME SPECIALTY COACHES CAN MAKE MUCH MORE, OVER \$100,000." (FEB 2018, MARKETRESEARCH.COM)



Life is good

According to Payscale.com, a life coach practicing in the US earns an average of nearly \$36.00 per hour. (This is low in our opinion, average coach 1 hour session is \$215!) According to a Forbes article (2014), "Surprising Six-Figure Jobs," an estimated 20-percent of registered life coaches make more than \$100,000 annually. (2018 CareersinPsychology.com)

Market size and growth: The U.S. estimated market value for personal coaching was \$955 million in 2015 and \$1.02 billion in 2016, compared to \$707 million in 2011. I expect this market's value to reach \$1.34 billion by 2022 — or a 6.7% average yearly growth rate from 2016 to 2022. (Feb 2018, MarketResearch.com)



DISCLAIMER: ALL ASSESSMENTS REQUIRE DEEP HONESTY & SELF DISCOVERY,
AND ARE 100% CONFIDENTIAL.

FIRST PERSPECTIVES:

Self Assessment

1. When was the first time you heard about coaching? What did you first think about it?

2. When you think of a TOP COACH, who comes to mind? _____

3. What are three words to describe them? _____

4. What do you have in common with those three words?

5. What does that say about you? _____

6. Now, when you think about your life path, where do you see yourself in 5 years?

7. What is blocking your life path?

8. Now let's be honest. Dig deeper, what is REALLY blocking your path? _____

9. From a scale of 1 - 10, 1 being totally unsatisfied and 10 being completely satisfied, how satisfied are you with your life now? _____

10. What is missing?

11. What are the top 10 roadblocks or issues you are dealing with in your life?

12. What are several words to describe how you feel about that? _____

13. What is a past situation you have overcome and won?

14. How did you overcome, protect or shield yourself from that experience?

15. On a scale of 1 - 10 on success, how successful were your coping methods?

16. As you go through this process, what do you still need to work on?

17. What are your strengths?

18. What can you teach others about being strong? _____

19. What is the biggest blessing in your life right now?

20. What makes you happy? _____

21. When you think of your ideal life 1 year from now what does it look like?

22. So what is your plan then? _____

23. Are you ready? _____

Emily Connor

LAWS TO THE ULTIMATE SPARK:

Rules to Follow

1. YOUR WORLDVIEW IS YOUR CHOICE:

Your perception is a reflection of your past experiences, your assumptions, what you "expect to see or experience", the subconscious and conscious thoughts that rotate in your mind, any indoctrination and your "hard wired" beliefs. We can all look at a painting, especially an abstract one and notice different things. Your expectations of what you will witness, your "limited beliefs" are birthed from your perceptual lens. Your worldview is your choice, and you must control what you "see".

2. CHOOSE POSITIVITY OFTEN:

They say you can choose the glass as "half full" or half empty". And choosing to be positive as a habit, seems to have an effect on everything from life span, to your levels of luck & opportunities, in everything from love to business & career, to even your health.

John Hopkins Medicine reported "*People with a family history of heart disease who also had a positive outlook were one-third less likely to have a heart attack or other cardiovascular event within five to 25 years than those with a more negative outlook.*" (<https://www.hopkinsmedicine.org/>) Successful people CHOOSE to be positive, it collects more WINS, and all wins, even small, add up HUGE at the end.

3. BUT LOOK REALISTICALLY:

But you still "see a glass" right? It is important as someone that is being trained to help others see their lives objectively and therefore make the right moves for themselves to equally be reasonably objective, while being **inspirational**. Information is information, and as you state to your client exactly what it seems they are encountering, without bias, you teach them to judge themselves and their lives LESS harshly. Objectivity matters.

4. YOU ARE THE DESIGNER OF YOUR FUTURE:

Isn't it great that you have control over your future? How so? At all times you are constantly changing, evolving, aging, breathing, processing information, deciding and learning. You are alive! But as much as nature has it's course, a Point A to Point B, a purpose and path...so must you DECIDE your purpose and path. Your Point A to B. Your Laws of Nature. Then everything in your body, from your atoms, to your outward vibrational energy, to the energies that form around others, all flows to manifest your LAW's truth. What are you designing?

23 COACHING TECHNIQUES:

To Master over 12 Weeks

The coaching process has a fluid, loose structure of sorts, although in the Sixstar method, we help you by providing a beginning and ending for all of your sessions with clients. The reason coaching is fluid is because it is meant to be an "authentic discovery process that is co-created by both parties". Like any great work of art, the human spirit and mind cannot be controlled and structured to express itself, it must be *stimulated, guided, supported and inspired by your work as a coach*. The following techniques are to be "intuitively" used towards your clients during their sessions, not necessarily in order, with some techniques highly recommend to ensure a successful session.

1. Intro (Mandatory) (5 Minutes)

The intro with all new potential clients (or direct booking) is about being enthusiastic but factual about your work. It is not the time to go too long on your resume though, or over talk the client in some big presentation. But you must do a mini presentation "pitch" to allow the client to read your energy and coaching style, set the standards & rules of the session and break the ice with them. At Sixstar, we suggest your intro goes like this:

"Hi my name is _____ (for example Barbara) e.g. *Hi Mary! Thank you so much for your time in coaching you today. I really was looking forward to it. I wanted to ask you first, Have you worked with a Coach before?*" If NO: *Great, I'm excited to be the first one. I will be happy to explain a bit about me and how this works. Is that ok?*". (Wait for the YES)

If Yes: *Great, so tell me, how did it go, was it a good experience? etc*".

The point of asking this question is to get their insights if the experience was a GOOD or BAD one, if it was an issue with the COACH or the CLIENT..if they are a positive or negative person and most of all, if they have expectations for the session with you. If the client has not worked with anyone before, they may be more nervous, definitely a bit confused on the rules of the session. If they have, they still will be confused, as Sixstar has its own methods, but they may be more chatty, therapist style of a client and just need to vent. Size up your potential clients and break that ice!

2. Credibility Linking:

Next, it is important to share a quick resume of a couple sentences, plus some rules or the session. This is put yourself as an authority for the session. Do share with them that it will be a "20 or 30" etc. minute session as well, because as a coach, we are very time focused.

Credibility Linking goes like this: ***Ok great! Just to tell you a bit about me, I have a Masters Degree in XXX, and am a graduate of SixStar Coaching, with a specialization in (Life Coaching***