

# **Top Ten Coaching Mistakes**

Gregg Thompson's

## **1. Trying to be a great coach.**

Instead, put your energy into helping the person being coached become great.

## **2. Working too hard.**

It's your job to challenge the person being coached to do the hard work.

## **3. Not saying what needs to be said.**

Always walk away empty knowing that nothing important was left unsaid.

## **4. Neglecting to ask the person being coached how you can be most helpful.**

You do not own the agenda, the person being coached does.

## **5. Assuming the person being coached is a challenge to overcome or a problem to be fixed.**

Coaching is not a project but rather a special relationship and conversation.

## **6. Talking too much.**

Silence and attentive listening are some of the most powerful coaching tools.

## **7. Owning the outcome.**

The person being coached owns both the success and the failures; you don't.

## **8. Giving well-meaning advice.**

This is a very weak form of coaching that makes the coach feel good but does little for the person being coached.

## **9. Steering the conversation towards the path you know is best.**

The person being coached is resourceful, creative and perfectly capable of finding their own best path forward.

## **10. Finishing without a commitment.**

Insist that the person being coached promises to advance their cause in some way.