Translating Coaching into Therapy

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Bio:
Psychotherapist, LCSW-C
Master Certified Coach, MCC
Therapist in private practice since 1988
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Psychotherapy w/ coaching =
- See tangible, immediate results
- Improved client retention
- More client control of treatment
- Faster progress, ideal for short-term counseling

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A new, additive (+) shorter-term model of therapy using adapted coaching skills & strategies

Definition of Coaching:
- Coach
- Approach

Therapy/counseling
- Ethics and licensure
- Theory and knowledge
- Process and principles
- Confidentiality, containment, safety
- Treatment goals and norms
- Vulnerable and varied population


“Getting to Yes” session structure

• Set goals to merge both wants and needs
• Sessions have thru line:
  beginning, middle and end
• Learn to spot and articulate results

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“Getting to Yes” session structure

- Sessions have thru line:
  - **Beginning**: set compelling goal and markers of success
  - **Middle**: working through, frequent check on progress
  - **Ending**: leave time for ending well, take-aways

“Getting to Yes” session structure

- Learn to spot and articulate results

**Positioning Skills Integration**
Skills for Partnership
#1: Ask Effective Questions
#2: Be a Strategist with a Twist
#3: Add Humor and Lightness

Skills for Action
#4: Call a Client into Action
#5: Add Shared Accountability
#6: Deliver a Coaching Edge

Skills for Possibility
#7: Align with Core Values
#8: Find Metaphors that Matter
#9: Design a Plan for Life

Coaching Edge Skill:
#1: Ask Effective Questions

Open-ended
Direct
Create an “ah-ha” moment

➢ Enhance insight
➢ Challenge limiting beliefs
➢ Prompt new options

Timing and pacing is everything.
Coaching Edge Skill:
#4: Call a Client into Action

Assist readiness.

Prochaska’s Stages of Change:

- Precontemplation
- Contemplation
- Preparation  ➔ Readiness  ➔ Action

Skill #4: Call a Client into Action

1. Set goals, but lower the bar.
2. Make action steps relevant.
3. It’s an experiment.
   Debrief all action attempts between sessions and ask:
   - What did you learn?
   - What do you need to do more of? Less of?
   - How are you stronger for trying this?
Coaching Edge Skills:
#6: Deliver a Coaching Edge

For the benefit of the client
Face to face
With clarity & compassion

Integration:
What will you take away?

The strategies presented in this workshop can be found in the book: Therapy with a Coaching Edge. To see inside the book, go to: www.Therapywithacoachingedge.com

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