

OVERVIEW

Coaching Method Map

Diagnose the situation, choose a target and capture the first insight.

CLIENT / ACCOUNT

COACH

SESSION DATE

PURPOSE

Use this coaching worksheet to translate your coaching process into named client stages. Leave with a four-stage method map that can be tested in real, buyer-respectful work.

WHY THIS MATTERS

Start with client interviews, sales performance data and coach discovery notes. Watch for using a branded acronym with no useful steps. Review stage-completion rate as a learning signal, not a promised result.

SELF-ASSESSMENT / SCORE EACH DIMENSION 1 TO 10

LOOK FOR	NOW /10	GOAL /10
01 Buyer fit		
02 Problem clarity		
03 Proof quality		
04 Differentiation		
05 Message recall		
06 Commercial relevance		

QUICK REFLECTION

Which dimension is the best starting point for this focus: translate your coaching process into named client stages?

DEEP WORK I

Coaching Method Map

Use actual evidence. Separate what happened from what you assume it means.

01 / CURRENT PICTURE

01 Review client interviews, sales performance data and coach discovery notes. What observed moment shows the need to translate your coaching process into named client stages?

02 What did the buyer, seller or sponsor actually say or do? Record one concrete example.

02 / THE LEVER

03 When you try to translate your coaching process into named client stages, which step breaks down first, and in what context?

04 What assumption are you making that the evidence does not yet support? How could you check it?

03 / PRACTICE & TEST

05 Coach question: What changes in a rep's behavior at each stage?

06 How could you replace using a branded acronym with no useful steps with a fair, specific and testable move?

DEEP WORK II + WORKSHEET

Coaching Method Map

Build a usable artifact, then pressure-test it with a real-world scenario.

07 What must a four-stage method map contain to help the user translate your coaching process into named client stages? Name the first two decisions it supports.

08 Where might using a branded acronym with no useful steps show up? How will you notice it and adjust before a client or buyer is affected?

EVIDENCE AUDIT

Complete five rows while building a four-stage method map. Use only approved, non-sensitive examples.

SOURCE	WHAT HAPPENED	WHAT IT SUGGESTS	NEXT CHECK
01			
02			
03			
04			
05			

BRING INTO THE NEXT COACHING CONVERSATION

Ask: What changes in a rep's behavior at each stage? Check: stage-completion rate.

ACTION PLAN

Coaching Method Map

Move from insight to observable practice, with a realistic measure and review date.

FROM INSIGHT TO ACTION

STEP	PRACTICE ACTION	BY WHEN
01 REVIEW	Inspect one real example from client interviews, sales performance data and coach discovery notes. 	
02 BUILD	Draft a four-stage method map using that evidence. 	
03 REHEARSE	Practise the move with a coach or peer and request one correction. 	
04 TEST	Try it in one relevant, permissioned buyer or client interaction. 	
05 ADAPT	Review stage-completion rate and change one thing. 	

SUCCESS METRIC

Leading signal: stage-completion rate. Choose a baseline and a realistic target; outcomes are not guaranteed.

MILESTONES / WHEN WILL YOU LOOK FOR EVIDENCE?

CHECKPOINT	WHAT YOU EXPECT TO SEE	REVIEW DATE
DAY 30		
DAY 60		
DAY 90		

SUPPORT NEEDED

MAIN RISK

COMMITMENT & FIELD NOTES

Coaching Method Map

Agree the next move, track what happened and return with evidence.

MY COMMITMENT

In the next relevant situation, I will use a four-stage method map to translate your coaching process into named client stages.

IF THIS GETS IN THE WAY, I WILL...

PARTICIPANT SIGNATURE

DATE

WEEKLY FIELD NOTES

WEEK	SITUATION	WHAT I TRIED	EVIDENCE + ADJUSTMENT
01			
02			
03			
04			

IN THE BUYER OR CLIENT’S WORDS / USE PERMISSIONED, NON-SENSITIVE WORDING

NEXT REVIEW

ACCOUNTABILITY PARTNER

Keep buyer and client data private. No results are guaranteed.