

**Become a coach: coach
yourself and others to
motivation, productivity
and positivity.**

Presented by:
Jeff Saari

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Fun Facts about me:



- Created Visionary Coaching, LLC in 2006
- Coach to many organizations on strategy, communication, teamwork, and leadership in many different sectors
- Coach of the 2011 and 2012 Entrepreneur of the Year (Hannah Grimes Business Center)
- Motivational speaker
- Faculty-adjunct at Keene State College
- Author of *Zero Stress Leadership*
- Certifications in coaching, mindfulness meditation, mediation, Gentle Teaching, and Structural Thinking
- Avid weightlifter, golfer, and drummer
- Lives in Keene with his wife and daughter

My Journey into Coaching

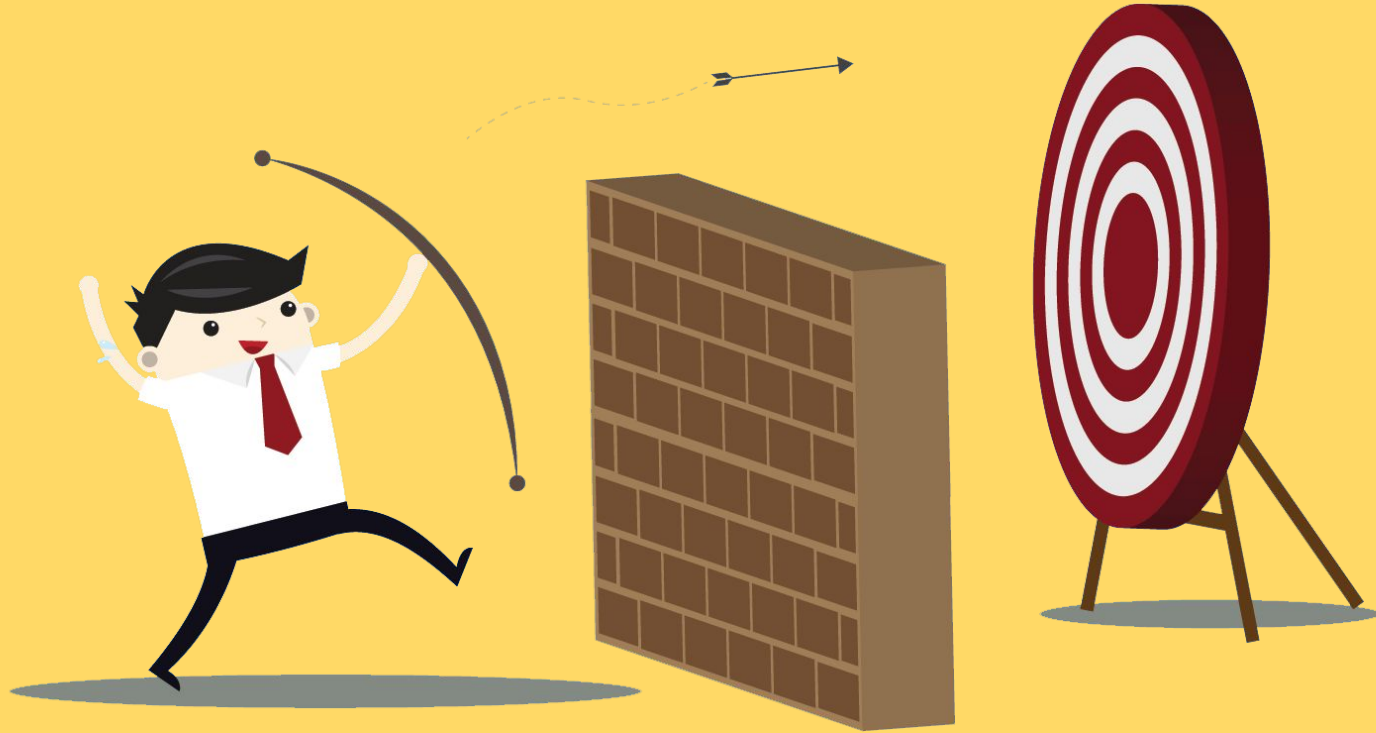


What is a coach?

A coach is someone who supports oneself or others to create desired results or outcomes, such as improved behavior or performance, as mutually defined at the outset.

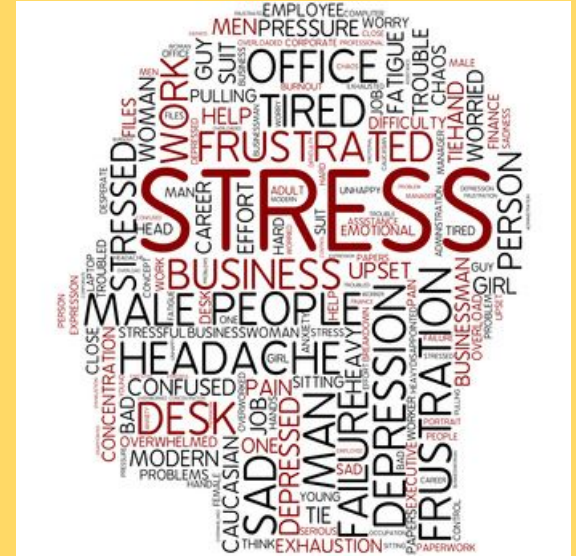


Barrier — Current Reality — Goal



What is stress?

- A state of mental or emotional strain or tension resulting from adverse or very demanding circumstances.
- Your brain on stress: the amygdala (brain's hot button) gets pushed and we get caught in a reactive, fight, or flight position.
- In essence we lose control of our rational mind and act out in various unproductive ways.



Chronic stress (AKA distress) – what happens?

- Reduced immunity and inflammation
- Aging
- Weight loss/gain
- Agitation
- Forgetfulness
- Apathy
- Difficulty concentrating / overthinking
- Sleeplessness



The STARR Model

S = Specific situations

T = Trigger

A = Action

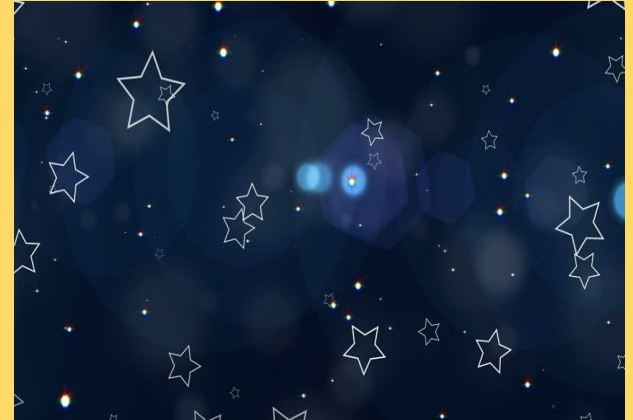
R = Results

R = Repeated pattern



Example of the STARR Model

- **Situation:** Someone interrupts you in a meeting
- **Trigger:** feeling: frustration. thoughts: “This always happens, what a \$#@%!”
- **Action:** Roll your eyes and sigh
- **Result:** No change, now the person thinks you are a #@\$\$%
- **Repeated pattern:** Yes, over and over again!



Let's take a quick 5 minute break...



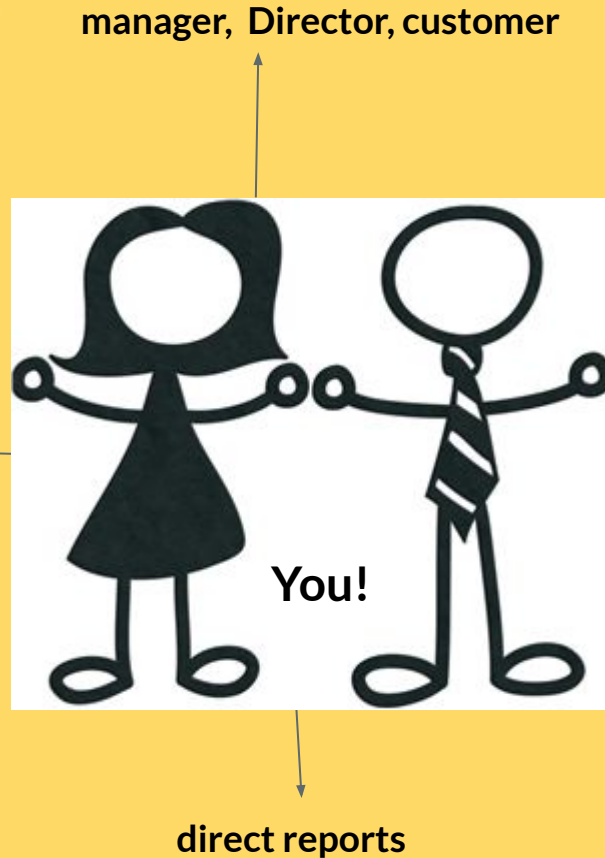
Calm yourself down: exploring calming strategies

- **Living from our values** — does anyone wake up wanting to feel upset or get upset with others?
- Deep breaths, walking away, taking a few minutes, venting to a friend/colleague, journaling, are all ways to calm down. What's your go-to strategy?
- **We will all fall off the rails at times** — what defines us is how quick we get back on track.



Who is a coach? Who can be coached?

people inside your organization: peers, colleagues



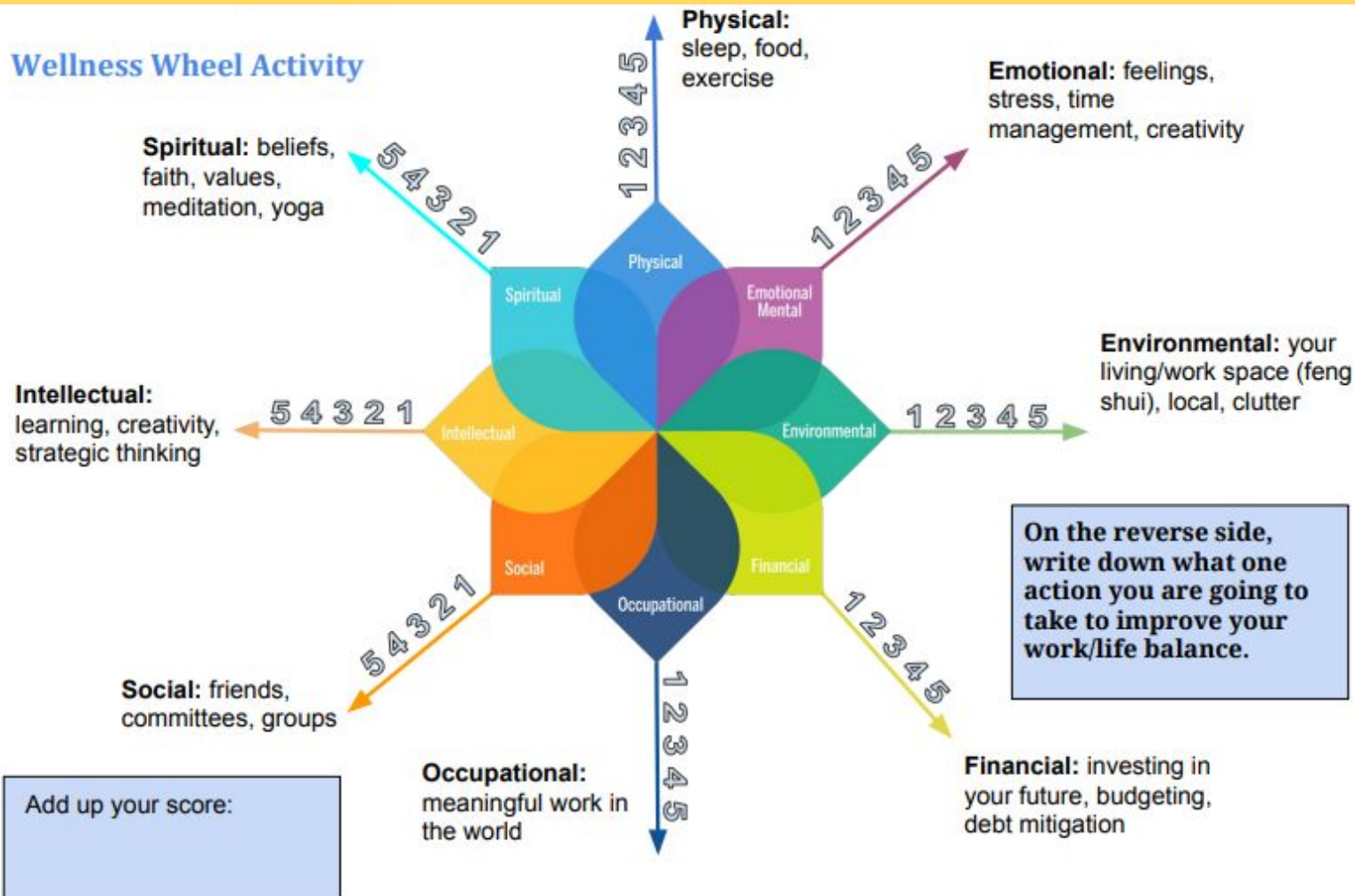
people outside your organization: vendors, committee members, family members

The 4 Skills of Listening

- curiosity
- good body language
- paraphrasing and summarizing
- open-ended questions



Wellness Wheel Activity



Live Coaching Session



Final thoughts. Any questions?

Remember to sign-up for a free coaching session!

Reach out to me at:

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For a copy of this presentation visit:

ZeroStressLeadership.com/BecomeACoach

Thank you!

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