

Attributes of Successful Coaching Clients

By

Carl Hicks

While I have not concluded my thinking on this topic, here are a few tentative observations based on my thirty-five years of experience consulting with and coaching successful CEOs, senior executives, business owners, and high potential performers in a wide variety of industries.

Willingness to be “coached”

Successful individuals in nearly every field of endeavor have at one time or another benefited from seeking the advice and counsel of others. Most have had mentors, coaches, or teachers who have helped them think through some issue or opportunity or helped them discover and implement action steps to take them to their next level of greatness. They acknowledge the potential helpfulness of a second “set of eyes” to provide a perspective different from their own or to confirm the conclusions they are exploring. For the really successful individuals, having a mentor, coach, teacher, or trusted advisor is a normal part of their greatness journey.

Independent thinker

While they listen to the thoughtful advice of respected sources, they prefer to draw their own final conclusions. They tend to value careful research but often arrive at insights much deeper or broader than the conclusions suggested by the researchers. Their questioning process reflects their broad interests and knowledge. They seem to be wired to explore many more options and implications than just those suggested by the research data.

Curious and continuous learner

I often say that I learn more from our clients than they have probably learned from me. I believe this because our successful coaching clients have a wide range of intellectual interests. They read widely and deeply. They are curious about any number of activities. They are continually expanding their knowledge base. They ask the right questions. They can never get enough information: information they convert into knowledge, and knowledge they convert into wisdom.

Personally accountable

People who are personally accountable follow through on the performance promises they make to themselves and others. This mindset and behavior would never entertain the idea of having someone else “hold” them accountable. They are confident that they have the ability and willingness to successfully follow through on the promises and commitments they make to themselves and others. And, they do.

For more information about this or other leadership topics, contact:

Carl F. Hicks, Jr., CEO

The Growth Group, LLC

CarlHicks@TheHicksFix.com

240-351-4897