



Is Coaching Right for You?

Let me start by saying that Coaching is NOT the right solution to all your problems or goals, it is just for those few that really matter to you and that you will be better off with a professional coach.

I have broken down the different phases that most people go through before they hire a coach. Phases are not sequential as people jump from one to another and go back and forth even before satisfying the phase before. But what I have noticed, is that each person that has hired me as their coach, was closer to the end state in all phases by the time they were ready to start.

Look at each phase as a spectrum with a beginning state and an end state. For each Phase I am providing you a few questions that can help you move within the phase.

I wish you the best. This is your process. I am sure that what ever you decide, you will have greater clarity and conviction to take action on the things that matter most to you.

| | DOES IT MATTER? | WHAT TO DO? | HOW TO CHOOSE? | WHEN TO START? |
|------------------------|---|---|---|---|
| | PHASE 1 | PHASE 2 | PHASE 3 | PHASE 4 |
| Beginning State | My life is good enough. My problems are bearable. I am better than most people. | I am confused. I do not know what I need to do to reach my goal. | I feel uncomfortable and tense having to select a coach and a coaching program. | I am worried that I will be able to dedicate the time, if it is a good investment and the right timing for me. |
| End State | I am enthusiastic of the possibilities. I have an opportunity, that is relevant and important to me. I desire a better life. | I feel confident. I believe coaching can help me reach my goal better than the alternatives. | I am encouraged. Rocio Alcazar and Legato Coaching are right for me. | I am fully committed and convinced. I am ready Now. |
| Ponder | <p>What is preventing me from being my best and enjoying life greatness?</p> <p>What is my goal? And how is meeting it relevant and important for me now?</p> <p>What needs to happen for me to make it a priority to solve?</p> <p>How is my life (relationships, health, finances, work and hobbies) impacted because of the stress, anxiety, fear, worries, frustration, fatigue, anger, confusion, pain, insecurity and sadness of not having solved my issue?</p> <p>What is it worth to have in my life (relationships, health, finances, work and hobbies) more balance, love, engagement, courage, confidence, excitement, inspiration, joy, peace, energy, conviction, fulfillment and time?</p> | <p>What typically gives me the confidence and clarity to know what to do?</p> <p>What do I value most when I am looking for a solution?</p> <p>How does coaching satisfy these criteria?</p> <p>How do my other alternatives compare to coaching?</p> | <p>What criteria is present in my most valuable relationships?</p> <p>How does Rocio Alcazar and the Legato Coaching program satisfy my criteria?</p> <p>What do I need to validate to feel confident this is my best choice?</p> | <p>Imagine myself 6 months from now. I DID NOT go through the coaching program. How is my life different? (relationships, health, finances, work, hobbies) What feelings are coming up for me?</p> <p>Imagine myself 6 months from now. I DID go through the coaching program. How is my life different? (relationships, health, finances, work, hobbies) What feelings are coming up for me?</p> <p>What question is still unanswered that is preventing me to be convinced and committed?</p> <p>How is my relationship with time, money and energy limiting my capacity to reach my goals?</p> <p>What decision do I want to make now to be more aligned with what I want out of life?</p> |

NOTE: People buy things and services they value and feel enthusiastic about. If you still have questions of what is it worth, go back to step 1.