



# COACHING FOR HIGH PERFORMANCE KNOW THE DIFFERENCE

Leaders who coach...

Operate at a higher level of leadership  
Inspire vision, goals, and productivity  
Create a positive culture of  
accountability and growth



Focus on solutions not problems

Help team members become leaders  
Build confidence in others  
Stretch the team beyond their comfort zone  
Foster creativity, collaboration, and fresh ideas



## COACHING

Focuses on today and helps move a person from point A to B.  
Helps create a plan of action to navigate challenges and meet goals.

## MENTORING

Provides guidance and advice in a effort to move a person forward to  
meet their goals.

## COUNSELING

Focuses on the past and helps a person move on from where they are  
stuck.

## TRAINING

Teaching skills to help others increase their capacity, capabilities,  
productivity and performance.

## MANAGING

The process of guiding the development, maintenance, and allocation  
of resources to meet organizational goals.

NAME:

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