



LEADING HUMANS

Michelle Loch

**COACH
CERTIFICATION
PROGRAM**



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The latest productivity statistics reveal that the time we spend at work is increasing (average of 45.1 hours per week) but the time spent on 'actual work' is 39 %.

Did you know that on average you spend 80% of your time in conversation and 37% of your time in meetings?

How much of this time spend would you consider productive? Do you find yourself having the same conversations over and over again?

Conversation is the most sophisticated technology we have for getting things done, but we have lost the Art of Conversation, and forgotten that it is an Art and Skill that needs to be mastered.

And if there is anything leaders need to be mastering in this neo- and post- COVID world, it's how to confidently, courageously and skillfully engage in productive and insightful conversation. It is through powerful, coaching-style conversations that leaders influence and improve the quality of thinking in their teams and organisations.

I deliberately use the term 'master' because mastery allows you to double your impact as a leader, in half the time, and with little mental energy – that's my promise to you if you engage with us in this program. You will have more impact and more time, using less energy!

My definition of a powerful conversation is one where people leave the conversation with 'different thinking' than when they came.

What you need from time spent in conversation and meetings is **NEW THINKING...NEXT STEPS...**and **NO EXCUSES** for not carrying out those actions ! It's about creating accountability, ownership and creative problem-solving by working **WITH** the human brain not against it.

I very much look forward to working with you to develop your conversational mastery through developing the mindset and skillset of brain-based coach.

Michelle Loch
Founder & CEO
Leading Humans

LEVEL 1

CONVERSATIONS OF SUBSTANCE

Brain-based coaching and conversation skills for leaders and guidance officers

This is an interactive program, which is designed for leaders and professionals who are looking for a higher level of coaching skill and/or conversation mastery, who want to future-proof their leadership skills. It's also for those who are seeking to become a Certified Coach.

By the end of this program you will have 'rewired' the way you think about communication and the way you have conversations with others!

You will have the confidence and skill to have powerful conversations that can influence thinking, behaviour, and problem solving

Program Outcomes

- Use a neuroscience-based approach to conversations
- Bring a coaching mindset and skillset to EVERY conversation
- Improve the quality of thinking in your team
- Develop the confidence, courage and skill to communicate powerfully in this way
- Increase your influence and ability to support others to solve their own problems
- Save time and energy – double your impact in half the time!

Program Delivery Options

Face to Face

Blended Online (virtual)

Workplace



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LEVEL 2

ADVANCED COACH TRAINING

Taking your coaching skills to the next level and learn how to coach and develop an individual over time

The Advanced Coach Training picks up where Level 1 – Conversations of Substance ended and will support you to take your communication and influence to a whole new level. This program continues your journey to conversational mastery and provides you with the next level of training you need to become both a Leading Humans Certified Coach, and if you choose, to seek a Coaching Credential with the International Coach Federation.

Program Outcomes

- To improve coaching competency for everyday professional conversations
- To expand your coach's toolkit with new models, process and techniques
- To introduce a structured methodology for coaching individuals over time, including a masterful process and developing a strategic pathway for employee to achieve their goals

Program Delivery Options

Face to Face
Blended Online (Virtual)
Workplace



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LEVEL 3

COACHING TEAMS

How to coach teams to be both highly productive AND highly functional

Coaching Teams is a different skillset to coaching individuals

According to Google Research, the number one indicator of a high performing team, is the level of psychological safety

High performing teams do not have individuals with high IQ's but individuals with high EQ and SQ – emotional intelligence and social intelligence

This program is designed for leaders who understand and value the impact they can make by taking a coaching approach to creating high performing teams.

You will learn how to navigate the complexity of team dynamics; use team coaching frameworks to facilitate and coach for alignment and collaboration.

You will have the confidence and skill to engage and focus teams and take them on a journey to great results. It is also the third and final step to becoming a Leading Humans Certified Coach.

Program Outcomes

- Improve your team coaching competency
- Expand your leadership and coach's toolkit with new models, processes and techniques
- Introduce a structured methodology for coaching teams over time, including a masterful

Program Delivery Options

Face to Face
Blended Online (virtual)
Workplace



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PROGRAM INFORMATION

LEVEL 1 - CONVERSATIONS OF SUBSTANCE

Brain-based coaching and conversation skills

Minimum of 85% of program completion is required for certification

ICF Approved Coach Specific Training Hours (ACSTH) 29 Hours

Program Delivery Options

BLENDDED ONLINE Delivery

24 hours face to face via online platform

5 hours self directed study

FACE TO FACE Delivery

4 Days 9am – 4.30pm each day

\$2495.00 +gst
payment plans are available

This program is our foundation program – so needs to be completed prior to Level 2

LEVEL 2 – COACHING FOR PERFORMANCE

Taking your coaching skills to the next level. Learning how to coach and develop an individual over time and grow and develop their performance level.

Minimum of 85% of program completion is required for certification

ICF Approved Coach Specific Training Hours (ACSTH) 22 Hours

Program Delivery Options

BLENDDED ONLINE Delivery

18 hours face to face via online platform

4 hours self directed study

FACE TO FACE Delivery

3 Days 9am – 4.30pm each day

\$1995.00 +gst
payment plans are available

Level 1 – Conversations of Substance needs to be completed prior to this program

LEVEL 3 – COACHING TEAMS

How to coach teams to be highly productive AND highly functional

Minimum of 85% of program completion is required for certification

ICF Approved Coach Specific Training Hours (ACSTH) 29 Hours

Program Delivery Options

BLENDDED ONLINE Delivery

18 hours face to face via online platform

3 hours self directed study

FACE TO FACE Delivery

3 Days 9am – 4.30pm each day

\$1995.00 +gst
payment plans are available

Level 1 – Conversations of Substance and Level 2 Advanced Coach Training needs to be completed prior to this program



PROGRAM INFORMATION

LEADING HUMANS - COACH CERTIFICATION

THREE LEVEL PACKAGE

Blended or Face to Face Delivery

Level 1 - Conversations of Substance – Level 1

Level 2 – Coaching for Performance– Level 2

Level 3 –Coaching Teams – Level 3

At the successful completion of this program you will be certified as a Leading Humans Brain-based Coach. Our coach training programs are accredited with the International Coach Federation.

Minimum of 85% of program completion is required for certification

Program format – 72 hours (made up as follows)

60 hours face to face or via online/virtual platform

12 hours self directed study

Program is delivered in English

\$5990.00 +gst
payment plans are available

LEADING HUMANS - MENTORING PROGRAM

with Michelle Loch

A Program designed to embed your skills, confidence and to meet ICF credentialing requirements

This program is invaluable to

Refresh your Conversations and Coaching skills knowledge
Embed the skills so you sound 'natural' and the mindset and skillset becomes habitual
Develop capacity to use powerful questions to influence behaviour and create insight
Remove the monkeys off your back and share the load
Attain an ICF Credential

Pre-requisite - completion of Level 1
Limited places are available per intake

\$1495.00 +gst
payment plans are available

We also offer **one-on-one sessions with an ICF Credentialed Coach**, to assist you to prepare for your ICF Credential Application. Please email kim@leadinghumans.com.au for more information





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For more information on our
programs

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