

◆ ..... ◆ *Paying sessions* ◆ ..... ◆



Discovery call

*30 mins*

- Introduce yourself
- Get to know me and my approach
- Explore what you are going through and identify your problematics
- Define your demand and if/how I can help you – we need to be a match!
- Explain the next steps



Objective settings  
& contract

*60 mins session*

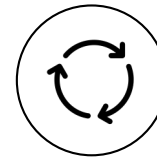
- Before the session: objective settings document shared
- Review and refine your objectives and performance indicators
- Agree on the number of sessions and finalise the contractual agreements
- Send the contract



Work sessions

*90 mins  
Every 3-4 weeks*

- Check-in
- Objective validation for the session
- Work sessions using specific tools, techniques and experimentation
- Inter-session action plan and closing



Closure

*60 mins session*

- Objectives and performance indicators review
- Debrief and feedback on the coaching process
- Action plan definition – transition to autonomy



Follow-up

*30 mins at +3 months*

- Check-in
- Evolution and sustainability assessment
- Action plan definition