

Come along and explore the ways
in which we really communicate
with our clients



Sima Network Day

Exploring Needs and Wants: Helping clients to find what they really need

13 June 2008 10:00 – 16:30 at the Oxford Hotel

In today's work culture, with its emphasis on performance, results and the bottom line, our clients often experience ever-increasing demands and responsibilities. But what scope is there for them to identify and address their needs? Is admitting that we have needs considered 'acceptable' or an 'admission of weakness'? Exploring our clients' needs often entails working in their areas of greatest vulnerability but the results can make a real difference; helping clients identify their needs and express them effectively can bring about transformational change. Come for a day with other SIMA® coaches where you can:

- Learn how to identify needs and wants and tell the difference between them.
- Examine the importance of needs and why they are often 'problematic'.
- Discover how to work with needs from a SIMA perspective.
- Explore another method of working with needs - and the strong feelings these arouse - that complements the SIMA approach.
- Increase your awareness of your own needs and wants as a coach.

The day will be facilitated by Nick Isbister, Jude Elliman, Tom Thorpe and, for part of the day, a keynote speaker. Their presentations will be accompanied by handouts and resource material to enhance your effectiveness as a coach. Join us at the Oxford Hotel and connect with other high-calibre and experienced coaches. We look forward to seeing you there!

Sima (UK) Ltd sponsors the network days, by covering the course facilitators' fees. The cost of the day for participants is £65 plus VAT (which includes the participant's hotel delegate rate). Please complete and return the form to ensure your place is booked.

Sima Network Days: Developing your coaching confidence and expertise.