



Take this quiz!

Is Coaching Right for Me?

Thinking about hiring a coach? The following quiz will help you to determine if the services of a business or career coach are right for you. The quiz is brief and self-scoring. (No peeking at scores in advance!)

A summary of what coaching can do for you—and what coaching can't do—follows the quiz.

- 1. I would describe my current level of career satisfaction as:**
 - a. Highly satisfied, with a defined long-term plan
 - b. Satisfying but needing support on defining and/or achieving the next steps
 - c. Unsatisfying, but unsure if it is where I work or what I do that is the problem
 - d. I don't know what I want to be when I grow up!

- 2. I would describe my level of career/business success as:**
 - a. My own/my company's growth is strategic, manageable, and in alignment with my/our stated mission
 - b. Things have worked really well so far, but I can see the need to tweak my/our plan
 - c. My/our growth has stalled because I/we neglected an area that is uncomfortable to deal with
 - d. Am I/are we in the right business anymore?

- 3. I would describe the level of support I get for career or business decisions as:**
 - a. I have a great Personal Board of Directors that is straight forward and provides many invaluable perspectives
 - b. I have a great Personal Board of Directors but lately I realized there is a gap that needs to be filled on my board
 - c. I am a bit scattered in asking for and applying good counsel on critical decisions
 - d. I need to rethink where I am getting advice and build a better Personal Board.

- 4. I would describe my ability to define and achieve goals as:**
 - a. I have always had strong self-management skills and consistently exceed the goals I set
 - b. It is helpful to have someone to brainstorm with and help me stay the course
 - c. I value regular input and find that having external systems of accountability is necessary to stay on track
 - d. I don't really know where to start on setting and keeping goals, and find myself overwhelmed at times.

5. **I would describe my level of clarity and ability to articulate my (or my company's) unique value proposition as:**
 - a. I am crystal clear about my/our unique value proposition (UVP) and am passionate about articulating that message
 - b. It would be helpful to get objective feedback on my/our UVP and assistance on refining the message
 - c. I often feel I am missing opportunities in interviews, networking situations, or sales calls because my message is not succinct or targeted
 - d. I dislike networking, interviewing, and sales, so articulating my/our message is uncomfortable at best

6. **I would describe the quality of communication within my work environment as:**
 - a. I feel my input is heard and communication overall is respectful and productive
 - b. It would be helpful to increase collaboration or teamwork internally
 - c. We have had breakdowns internally because of miscommunication, in spite of our best intentions
 - d. We have internal and external issues due to mistrust, turf wars, and poor morale overall

7. **I would describe my satisfaction with regard to work/life balance as:**
 - a. I have about the right amount of balance between my personal life and work
 - b. It would be helpful to tweak the balance between work and personal life from time to time
 - c. I regularly struggle with balancing heavy work commitments with my personal or family commitments
 - d. Things are really out of balance and have been for some time

8. **I would describe my current learning and growth opportunities as:**
 - a. I have frequent opportunities to learn and enhance my skills
 - b. It would be helpful to increase my learning curve or develop a new core skill in the near future
 - c. I am in the midst of a steep learning curve and need outside support to facilitate my specific goals
 - d. I really miss having a mentor or formalized learning program and often feel bored or under-utilized

9. **I would describe my ability to gracefully handle transition and change as:**
 - a. I have a fairly high tolerance for uncertainty and am able to translate change into opportunities
 - b. I could benefit from having confidential support on managing the changes that are developing in my career/business
 - c. I am challenged and frustrated by the changes and transitions I wish to make
 - d. I dislike change and find it difficult to make transitions unless I have to

10. **I would describe my sense of urgency and commitment to resolving specific career or business issues as:**
 - a. I am highly satisfied and not motivated to seek outside resources at this time
 - b. I could occasionally benefit from an objective viewpoint to guide my course
 - c. It is important to me to receive direction and to invest my time in implementing solutions
 - d. If I don't get some coaching soon I will bust!

SCORING THE QUIZ

1. Assign points as follows:

For every "A" response	1 point
For every "B" response	2 points
For every "C" response	3 points
For every "D" response	4 points

2. Add up your total points

3. Find your score below and read the description

10 Points	Self-Reliant: Generally speaking, you are a self-reliant individual who can make course corrections with little outside guidance. Do you generally seek outside advice? And, do you heed that advice when it is offered? If so, you are on course and would not find much benefit from formalized coaching.
11 – 20 Points	Seeker: Most likely, you seek answers and ways to continuously improve yourself and your situation. While some coaching would prove beneficial, your situation may not be urgent enough to merit the investment.
21 – 30 Points	Challenged: While you probably seek continuous improvement, you may have hesitated to take action lately on one or more critical issues. Finding the right coach in the near future would bring tremendous relief and provide real solutions.
31 – 40 Points	Resistant: Do you find it hard to take action on your own behalf? You are more than likely faced with several challenges currently and may have waited a long time to take action. If you elect to hire a coach, you will need to honestly assess your willingness to take direction and make decisions.

What coaching can help you do:

- define success on your own terms
- define and achieve specific goals
- create a clear career focus
- create meaningful strategies to grow your business
- improve your networking and interviewing skills
- define your unique value proposition (career or business)
- enhance your communication with your team, your clients, your boss
- improve your life balance
- develop your decision-making skills
- provide a confidential sounding board
- cultivate strategies for chaotic times
- stay the course with challenging goals

What coaching can't do:

- get the new job for you
- provide therapy
- take the place of honest communication with team, clients, boss
- change your personality (you wouldn't want to anyway!)
- make your boss a nice person
- change the morale compass of another
- make the politics of the work place go away

If you are ready to take your career or business to the next level,
contact us for a complimentary consultation today.