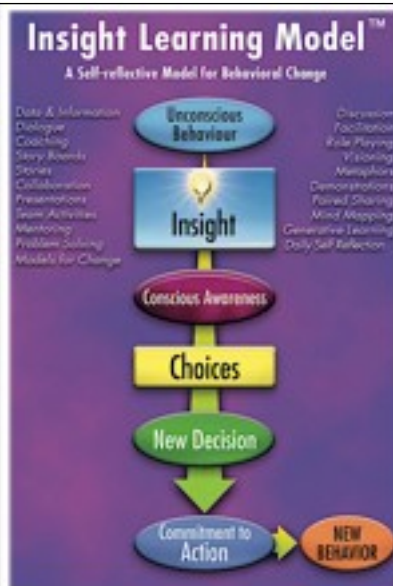




## The Power of Facilitation

### Distinctions

- TRAINING The action of teaching a person a specific skill or behavior - such as product knowledge building your business.
- COACHING "Coaching is the bridge to transport your team member from where they are now to where they want to be."
- FACILITATING Facilitating is to make an action or a process easier for others. To catalyze, assist or accelerate a process.



# The Facilitator's Eye™



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# The Facilitator's Eye™



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# The Clearing Pattern™

- Clarify language or terms within a team
- Come to agreement on a team project
- Clear the barriers to working as an effective team
- Clear the blocks or barriers to the achievement of a goal

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# The Power of Questions



- The brain feels compelled to resolve the tension that a question creates.

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## 5 Step Clearing Pattern™

1. Ask the team to state the goal.
2. Ask: Would there be any benefits to achieving this goal? What would the benefits be?
3. What are the blocks and barriers to achieving the goals?
4. Brainstorm together every single thing thing you might do to achieve the goal.
5. Each person pick the first step(s) they would like to do to move forward. Ask for a time frame.

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## Follow-up & Follow-Through

- Partner Process
- Next Meeting
  - Paired Share
  - Set new goals

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