

**LIFE DEVELOPMENT COACH
IN COMMUNICATIONSSM**

PROGRAM PROSPECTUS



The Institute for Global
Listening and Communication

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OVERVIEW OF LDCCSM PROGRAM

PURPOSE:

The purpose of the Life Development Coach in CommunicationsSM (LDCCSM) Program is to have participants develop masterful listening and provocative questioning skills, such that their clients experience quantum results in their productivity and live a life that is stress-free and consistent with their Life Purpose, goals and aspirations. The LDCC will be able to ask powerful (bold), provocative (laser), productive (action oriented) and problem-solving (results oriented) questions in order to assist clients to achieve beyond what they believe is possible.

FORMAT:

The program is open to the public and is 2 or 3 years in length, depending on their chosen track. The cost is \$6,500 USD and includes: (These are requirements, not optional)

- Full-Day Intensives (9a-5p): 1-3 days, held before course days, locations TBA.
- Quarterly Tele-intensive Calls: three 90-minute calls held over three days
- Monthly Teleconference calls: twice per month, 1 hour each (no calls July and August).
- Written exam.
- Upon certification, name is submitted to International Coaches Federation as a recognized coach for hire.
- Upon certification, name is put on The Institute's Website as a Certified Coach in communication/ listening for hire.
- All courses and training conducted by Carol McCall and assisted by Institute Certified Trainers.

TUITION DETAILS:

- A. The non-refundable tuition cost is \$6,500 USD. We accept American Express, Visa, MasterCard. We do not accept Discover cards.
- B. Another option is 50% of non-refundable tuition due at time of registration, balance paid in 12 equal monthly installments. Credit card payments accepted only for installment agreements. (Example: \$3250 is charged. On a designated day each month, for 12 months, \$270.83 is charged.). Tuition payment plan arrangements may be made with the Financial Services Administrator at time of registration.
- C. 22% Interest will be charged on all payment plan balances.
- D. Tuition does not include:
 - Travel to intensives and courses
 - Teleconferencing coaching / training / phone charges
 - Meals and lodgings for intensives
 - Telephone charges for coaching calls with Carol McCall

“...Carol and I worked together in the coach training business in the late 80’s...and while I was an accountant trying to be like a coach, Carol was a coach from the beginning and has continued to be so over the years. Carol = Coach. It’s as simple as that. She’s natural, fearless, willing, caring and capable. Carol is a model of coaching and I love and respect her very much.”

Thomas J Leonard
Coachville
February 22, 2002

WHAT IS COACHING?

Coaching is the ability/skill to masterfully ASK the questions that will empower the client to:

- a. become clear about his/her goals
- b. be motivated/compelled to action
- c. be consistently productive.

Coaching is NOT:

- Advice
- Consultation
- Opinions
- Making the client “feel good”
- Making the coach an expert
- “Showing how much the coach knows”

Coaching requires that the coach’s listening skills are “free from his/her own agenda”. Coaching is focused around a specific area of interest and assists the client to identify goals and accomplishments from the beginning, consistent with that specific area of interest and the client’s life purpose. Coaching facilitates the client to go through a series of revelations that eventually lead to the desired outcome after many “tweaks” along the way.

The coach’s job is to assist daily, weekly, and/or monthly to support the client to stay on track to powerfully accomplish his/her life’s projects. Coaching is done in person, over the phone, or however the coach and client work out their respective arrangement – **“NEVER ON EMAIL!”** (Coaching is listening. Reading and “interpreting” on E-mail - not listening.) Coaching is service, NOT ADVICE. Coaching is Empowered Listening, not “telling people what to do!”

WHAT IS A COACH?

- A Coach co-designs lives with others.
- A Coach chooses to be a resource, a reference point and a guide for others.
- A Coach creates the space for others to experience their own empowerment.
- A Coach, in partnership with others, makes extraordinary things happen through listening.
- A Coach “walks-the-talk” every nano-second.
- A Coach “lives” the difference between “lip-service” and life service.
- A Coach aligns his/her life to be consistent with his/her life purpose.
- A Coach models the power of what it is to be immune from stress and the consequences of life’s surprises.
- A Coach successfully designs his/her circle of partnerships such that the 21st century can be the possibility for all humanity to live a life of no regrets!
- A Coach is special; is growing; is an adult; honors self and others and demonstrates the ability to live in the “now”!

“...It doesn’t interest me who you studied with... I want to know if you can sit with pain, mine or your own, without moving to hide, or fade it or fix it. I want to know if you can be with joy, mine or your own... without cautioning us to be careful, be realistic, or to remember the limitations of being a human...”

– *The Invitation, Orion
Mountain Dreams
Native American Elder*

WHAT IS LIFE DEVELOPMENT COACHING IN COMMUNICATIONSSM

Life Development Coaching in CommunicationsSM is the process of applying and living from a defined number of communication tools that are practical and universal. These communication tools are enhanced by a finite number of communication “distinctions” for living; which, in combination, these tools and distinctions, provide a unique plan for living one’s life with simplicity, peace of mind and experiencing a life of no regrets. The areas covered are: Career/Finances, Health/Recreation, Relationships/Personal Growth.

Life Development Coaching in CommunicationsSM is no substitute for therapy and the coaches are not trained to “advise”. On the contrary, the Coaches are trained to “listen” and “ask” powerful, provocative, productive, problem-solving questions that allow the client(s) to experience a results-oriented proactive life with a “present”/”living-in-the-now” orientation. Through Life Development Coaching in CommunicationsSM, individuals design and implement a “present life” worth living well!

Life Development Coaching in CommunicationsSM provides individuals the opportunity to discover that how they listen and communicate forms the self-limiting filter through which they view life. This filter handicaps them from meeting that “significant other”, achieving that “dream job”, taking that “dream opportunity”, reaching their financial goals and living at optimal health.

“..(Have) patience with anything unresolved... love the questions themselves. Don’t search for the answers which could not be given to you now, because you would not be able to live them... live the questions now. Perhaps gradually.... you will live your way into the answer.” (paraphrased)

*Rainer Maria Rilke, from
Letters To a Young Poet*

MISSION STATEMENT

We, the members of The Institute for Global Listening and Communication herewith commit our lives such that each person, regardless of background shall be listened to and honored in such a way as to recover his or her ability to create a life of choice; that each and every person shall have made available the principles and technologies of Life Development such that his/her projects in life validate the unique contribution he/she is; that his/her life purpose is the gift to us all, and that said purpose is the aligned set of his/her values.

We further commit that the emerging values of our society shall be Service and Partnership and that these values serve as a guide by which persons and communities express a creative synergy which responds powerfully, naturally and responsibly to the demands of the 21st century. We declare that integrity and the honoring of life purpose shall be the course by which persons and communities may freely choose to live a life of no regrets.

STRUCTURE AND DELIVERY OF THE PROGRAM

THE LDCCSM PROGRAM IS OFFERED AS FOLLOWS:

Intensives are currently being offered via teleconference calls and before select courses. During the intensives, candidates are instructed in listening, coaching, productivity, masterful questions, life decisions, drama cycles and coach actions (how to “stop-the-drama”).

Discussion, inquiry, application, demonstrations, and video are used to deliver the Life Development Coaching in CommunicationsSM process. Candidates are encouraged to use the Life Development Coaching in CommunicationsSM process to develop personal behaviors and to take the actions that will enhance their ability to coach more effectively.

Participants create personal bonds with each other and form partnerships which support them throughout the 24-36 month program and a lifetime.

THE TELECONFERENCE PROGRAM:

Each candidate participates in a series of bi-monthly training programs conducted by telephone conference calls. These are 60-minute calls. During the calls, participants are trained to coach and work with listening and produce breakthroughs in their own productivity. Participants are also able to have their own lives be a demonstration of power of Life Development Coaching. They practice the process of “walking their talk”. They practice the process of “life service” not “lip service”!

SUMMARY:

Participants are certified by:

- Passing a written exam at 70%
- Demonstrating their ability to coach
- Having a quantum leap in their own productivity
- Completing an exit interview with Carol McCall

PRINCIPLES AND APPLICATION:

Key principles, data and information are presented; listening/coaching productivity are taught and applied.

EXIT INTERVIEW:

It consists of questions in coaching, done by phone - see certification requirements interview.

NATURE OF PROGRAM:

As an LDCCSM one must be intuitive and able to “listen and create” with the client. This ability to listen is key to achieve life-long success as a Life Development Coach in CommunicationsSM (LDCCSM).

SUMMARY:

All work is interactive. Life Development Coaching in CommunicationsSM (LDCCSM) candidates are asked to listen and communicate effectively in every area of their life and most importantly with their clients and course participants (in front of the room, and/or small group facilitation). The LDCCSM candidate learns to recognize potential problem areas and coach into a broad range of life situations and circumstances. Candidates may also specialize in a particular area, including: health, recreation, career, wealth, partnership and personal growth. Participants will be able to apply Life Development Coaching to any area of life.

THE LDCCSM PROGRAM OVERVIEW

The LDCCSM Program is a rigorous two or three year curriculum that prepares the participant to be a Life Development Coach in CommunicationsSM. The candidate is someone who has the coaching skills, the listening, the knowledge of life principles, the ability to successfully coach projects and productivity, and the professional dedication to enable a variety of clients to design and implement their projects and experience breakthrough results.

The LDCCSM Program includes training in these areas:

1. PRINCIPLES OF LIFE DEVELOPMENT COACHING IN COMMUNICATIONSSM
 - Introduction to Life Development Coaching in CommunicationsSM
 - Distinctions
 - Personal Growth and Partnership
 - Nine Tools of Empowered Listening

2. COACHING THE CLIENT
 - Coaching
 - Communications
 - Listening
 - Creativity
 - Enrollment
 - Client Results
 - Life Decision
 - Drama Cycle
 - Coach Action

3. SUCCESS AS A CERTIFIED LIFE DEVELOPMENT COACH IN COMMUNICATIONSSM
 - Networking
 - Professional Resources
 - Quantum Leap Productivity
 - Certification Requirements

4. PROMISES TO PARTICIPANTS IN THE LDCCSM PROGRAM:
 - Participants shall receive the most complete and comprehensive Life Development Coaching in CommunicationsSM training and development available.
 - Participants shall be trained to effectively coach virtually any client to produce extraordinary results through advanced listening skills, mastery in questioning skills and the principles of service.

LDCCSM DESIGNATION REQUIREMENTS

LDCCSM Certification Requirements:

Requirements for the LDCCSM Certification include:

- 80% completion of Intensives
- 70% attendance of all training calls
- Demonstrated competence at Intensive, to identify and coach Life Purpose, identify life decision, drama cycle and coach action principles
- Demonstrated power to lead sections of a Life Development CoachingSM – on video at Intensives and on teleconference calls
- Demonstrated competence to peer-coach at the Intensives
- Demonstrated competence to know the 9 Tools for Empowered Listening for coaching others
- Demonstrated competence in knowing the 50 principles of coaching
- Tuition paid in full
- Identified Life Purpose and has Life Plan that is an expression of Life Purpose
- Completion underway in all six areas of life - Health/Recreation/ Wealth/ Career/Personal Development/Partnership. Completion is a way of life.
- Life decision patterns are consistently shifted to Life Purpose actions as demonstrated through successful peer coaching.
- Demonstrated ability to consistently bring oneself present that forwards the candidate in living his/ her Life Purpose through recognition of and coaching clients/others to be “present” and achieve their committed results.

WRITTEN EXAM:

Participants will have a written exam covering the Nine (9) Tools of Empowered Listening, the 50 Distinctions of Coaching plus 10 case studies to identify, Life Decision, Life Purpose, Drama Cycles, Coach Actions and identifying various Life Development Coaching in CommunicationsSM Themes. Exam will consist of multiple choice and essay questions. Passing is 70%.

LDCCsm INTENSIVES

BECOMING AN LDCCSM - LIFE DEVELOPMENT COACH IN COMMUNICATIONSSM

Highlights of the Intensive

- Participants are trained in the basics of Life Development Coaching in CommunicationsSM.
- Participants learn how to coach each other and clients.
- Participants design their Life Development Coach in Communication'sSM practice.

CORE CURRICULUM OF THE LDCCSM INTENSIVES

Intensives are held via teleconference and before courses. Before live-course intensives are held from 9:00a.m. to 5:00p.m.

100. Introduction to Life Development Coaching in CommunicationsSM

The philosophy structure and process of Life Development Coaching in CommunicationsSM as a career is presented and explored. Participants learn the Life Development Coach in CommunicationsSM process and “holistic”/integrated approach to goal achievement consistent with Life Purpose over a lifetime.

200. Principles of Life Development Coaching in CommunicationsSM

Developed by the founder of The Global Institute, these basic principles of life provide a solid foundation from which the Certified Life Development Coach in CommunicationsSM can both live and coach.

300. Complete Communication

To listen powerfully and to be “response-able” to a client is the core aspect of coaching. Participants review the Nine (9) Tools of Empowered Listening, how to be heard, and how to impact conversations.

400. Clarity and Intuition

Recognition, honor, and follow-through of intuition adds to the learned ability to “listen” through a client’s “fog”. This powerful tool assists clients to discover and live their life purpose.

500. Basic Coaching

Being an effective coach requires intuition and information, clarity of purpose, perspective and an ability to impact the status quo. Participants learn non-psychological coaching approaches which produce, for the client, twice the result in half the time.

600. Principles of Relationships

Being in relationship with yourself, with your clients, friends, and associates provides the power to accomplish more with satisfaction and grace. Participants discuss and learn the basic of creating and managing relationships, both personal and professional through empowered listening.

601. What's Your Listening of Money, Honey?

Money usually follows a scarcity life or a well-lived life. Here, participants explore their own limiting filters regarding money and learn the three basic distinctions of money: financial independence, investing, and spending.

602. How's Your Health? Who's Asking?

Extraordinary health is usually the successful diminution of the life decision impact on one's life. Participants learn how well-being and life-style integrate together as a foundation for a strong life

603. What's in a Career? Are You?

Many people do not have the careers that reflect their life purpose and personal needs. Participants learn the basics of how to assist themselves and clients in the process of finding work that honors them

604. Principles of Recreation: Are We There Yet?

To re-create is to be refreshed, with a new perspective and sense of well-being. Participants discover the importance of having a plan a recreational program consistent with their Life Purpose.

605. Principles of Personal Development: Who to "Be" When You Grow Up!

Increasing one's Life Skills is a worthwhile life time pursuit. Participants review the concept of personal growth and learn how to use it as a tool to further all areas of theirs and the client's life.

700. Introduction to Practice Management.

How many clients, the nature of your Life Development Coaching in CommunicationsSM practice, business considerations and a business plan are all part of this course. Using models and newly learned skills, participants design a Life Development Coaching in CommunicationsSM practice for themselves during this course.

800. Client Satisfaction and Enrollment.

Well-served, satisfied clients lead to more clients. Participants learn the 20 steps to complete client satisfaction in this course. Sales, marketing and client enrollment strategies are also presented.

801. Client Management and Productivity.

The methods and art of successfully managing one client or fifty clients are discussed. Includes client assessment and profiling.

900. Case Studies.

Lifetime strategies for success, satisfaction and results. Participants identify the common behaviors, patterns and circumstances that limit the quality of life.

901. Case Study A: Married with Children.

In each of the case studies, participants walk through the Life Development Coaching process and develop a unique Life Plan that matches the needs of the client.

902. Case Study B: Single for Now

903. Case Study C: Living After a Loss.

Client has lost his/her partner.

904. Case Study D: Newlyweds, or Close to it.

905. Case Study E: Retiring Couple/Couple in Transition

906. Case Study F: Gay Couples/Ethnic Couples/Interracial Couples

907. Case Study G: The Difficult Client

(The one you wish would go away and other “fun” people)

908. Case Study H: The Affluent Client.

909. Case Study J: The Recovering Client.

1001. Advanced Level Practice Client Management.

Longer term business planning, specialization and client profiling are included, now that the participant has experience as a Life Development Coach in CommunicationsSM

1002. Advanced Level Client Enrollment.

More advanced approaches in the area of sales and enrollment. Attracting and serving higher-paying clients.

1003. Managing Client Conditions.

As human beings, clients predictably react in one of three ways. Participants learn how to predict and respond to the client’s reaction to being coached.

1004. Divorce Recovery Program.

Adult survivors of divorce have the opportunity to redesign every aspect of their lives. Participants learn how to coach, manage and plan for the recently or soon-to-be divorced person.

1005. LaserPointing.

Questions, quips and cues to vigorously point the client in the direction that “serves”.

1006. LaserSurgery.

An advanced process, LaserSurgery, that gets clients to tell the truth quickly and completely. Participants learn the basics of LaserSurgery and practice with each other.

1100. Mastering Your Life through Completion.

What if your life was free from the nagging “to dos” and concerns that fog thinking and actions. In this intensive you identify which of the 250 items in life you have yet to handle or complete.

1101. Free at Last! ... How to Diminish The Effects of Life Decision.

When you are attached to old habits, patterns, or attitudes one is not free to create and live a stress-free life. In this intensive, discover how to be free of the most common automatic-reactive listening filters.

1201. You Have Met Mr./Ms. Right.

Designing the perfect mate, being the perfect mate and everything in-between is the focus of this intensive.

1202. Adventure of a Lifetime.

Participants learn how to find their adventure, plan for it, and use it as a catalyst for the other aspects of their life.

1203. Keep Your Word!

Participants exercise this muscle and add power by exercising it. This “balls to the wall” intensive gives participants the strength to knowing they are dependable, regardless of circumstance or problems.

1204. Stop the Gossip!

Participants catch and shift their habit of overt and covert gossiping.

1205. 100% Integrated.

When all six areas of life are integrated into one, you get six – to the sixth degree – bangs for each buck. Participants review tossing out the aspects of life that do not serve themselves and others.

