



Developing the Next Leaders

T I M E T O D O T H E T H I N G S Y O U L O V E

DtNL Coaching Doctrine

“Developing the Next Leaders blends the best of [Inquiry- and Contextual-based coaching](#) philosophies. By doing this, we ensure that you are performing at the highest level and are most prepared to maximize the ideas and tools shared.

1. Questionnaire:

- a. Determine mutual fit
- b. Determine needs and wants
- c. Current roadblocks
- d. Your ideal self

2. Inquiry based:

- a. When were you at your best? Why?
- b. What's in your way? Why?
- c. When were you at your healthiest? Why?
- d. What is your true genius? Why?

3. Context Based:

- a. Time Mngt
- b. Your brand/your value
- c. Managing people
- d. Velocity of trust/The right questions

4. Modules:

- a. Time blocks/*Recommended Day™*
- b. Articulating your worth
- c. The Art of the understanding
- d. The Non-Objection (Why it happens)
- e. Closing in the new world (They have to decide)
- f. Courage in your convictions