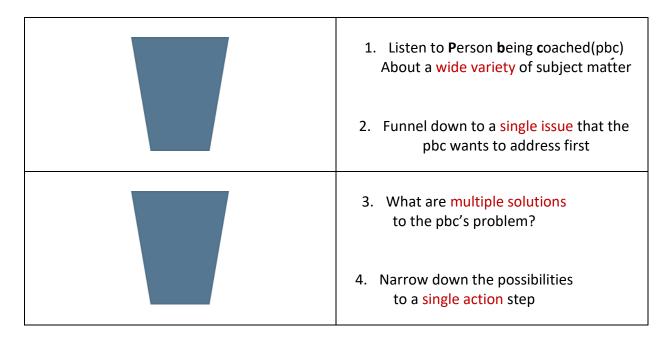
Double Funnel Model

Coaching Process

By Michael Thompson



The single action step is presented as a SMART GOAL

S.M.A.R.T.

Specific	A conversation or specific action such as:
	"I will speak to Mary and ask her to forgive me."
	"I will make and keep an appointment with the job center."
Measurable	<u>Vague</u> = "I will treat people better"
	Measurable = "I will say thank you to every person I speak
	with this week."
Attainable	Not attainable = I will get every person I meet to kick drugs
	and alcohol addiction within 1 week
	Attainable = I will be available each time Bob calls me
Relevant	Not relevant = My primary plan to kick drugs is to sign up for
	Earth news magazine
	Relevant = My immediate goal is to be drug and alcohol free
	for 30 days
Time oriented	I will take action on my goal before our meeting next week.
	Please ask me if I have met with to deal with

Note: Some people add another "A" to "SMAART" which stands for "Action oriented."