

# Coaching Engagement Model

**ENGAGEMENT AND ASSESSMENT**

**DEVELOPMENT, EXECUTION, AND IMPACT**

**Initial  
Engagement**

**Define Scope  
and Contract**

**Information  
Collection and  
Assessment**

**Development  
Plan**

**Integration  
and  
Monitoring**

**Impact**

Discuss services  
and possible  
engagement

Understanding of  
work to be done and  
cost of services

Completion of  
Birkman Method,  
analysis and report  
generation

Individual and/or  
group feedback  
sessions, facilitated  
meetings, and  
development of  
action plans

Tracking and  
monitoring of  
progress toward  
actionable strategies

Evaluation of impact  
to the individual,  
team, business, or  
non-profit entity