

The Sail

(Seek, Adventure, Increase Learning, Leap)

The SAIL process is a 6-month leadership and personal growth journey that unlocks and unleashes a leader's full potential so they discover themselves and become their best person. This framework focuses on four areas:



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This is the beginning. It involves the creation of rapport, establishing confidentiality, setting expectations, agreeing on timeframes, clarifying the meaning of coaching, leveling the playing field, creating a relationship of equals, developing trust, identifying the issue through attentive listening.

A

As partners, we navigate the wind through listening, focusing and working on the whole. As a coach, I hold you agenda, while being flexible, curious and responsive. I hold focus and intention whilst moving and swaying together through different dimensions of complexity, uncertainty, vulnerability. Here I use my listening, my intuition, sense of knowing the things that are not consciously said (body language) to forward and deepen my conversation with you. We are in the middle.

I

This involves creating a positive effect, bringing you to a point where your awareness, as a coachee is raised, using coaching tools to get to create 'aha' moment (s) that allows you to explore in the learning, connect your goal to your potential and reach a realisation that you have the capacity to do this.

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At this stage, you are able to make a shift and move towards the next level. As a coach, I help you make sense of your awareness, what you have gained, what you are going to use to make an informed empowered choice so as to experience transformative change.