

So You Want to Start a Business as a Career Coach?

There are a number of approaches to starting a consulting business as a career coach. After studying the field and obtaining the necessary certifications, it is helpful to think about and plan the process of how you will approach the coaching process. The most successful career coaches know that the key to assisting a client in identifying viable options for the next career move, is by asking the right questions.

Effective Questions for Career Coaches

Tell me about your early childhood and your teenage years. What were your hobbies and interests? What career did you want to pursue at that time?

What did your parents do for a living? What messages did you receive from your parents concerning making a living and having a career?

What did you do after leaving school?

Tell me about each job you held. Why did you take the job? What did you learn? Why did you leave?

What was the very best job you had, and why? What was the very worst job you had, and why?

If you had to do it all again, what would you change about your career, your choices for work/education?

How would you describe your career success? What are the contributing factors to your career success?

Words of wisdom – what advice would you give others just starting out in your field?

What are you looking for in your next assignment? Do you want to stay in the same career or do you have alternatives you want to pursue?

What makes you unique? Why would a potential employer hire you?

Who knows you? What organizations/associations have you been involved with? Who are the influencers in your industry? Your profession? Your certifying organization(s)? Your alma mater?

Who needs to know you? Why? How will you connect with them?

Having an arsenal of questions at your disposal will assist you in helping the “coachee” transition to the next phase in his/her development.

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