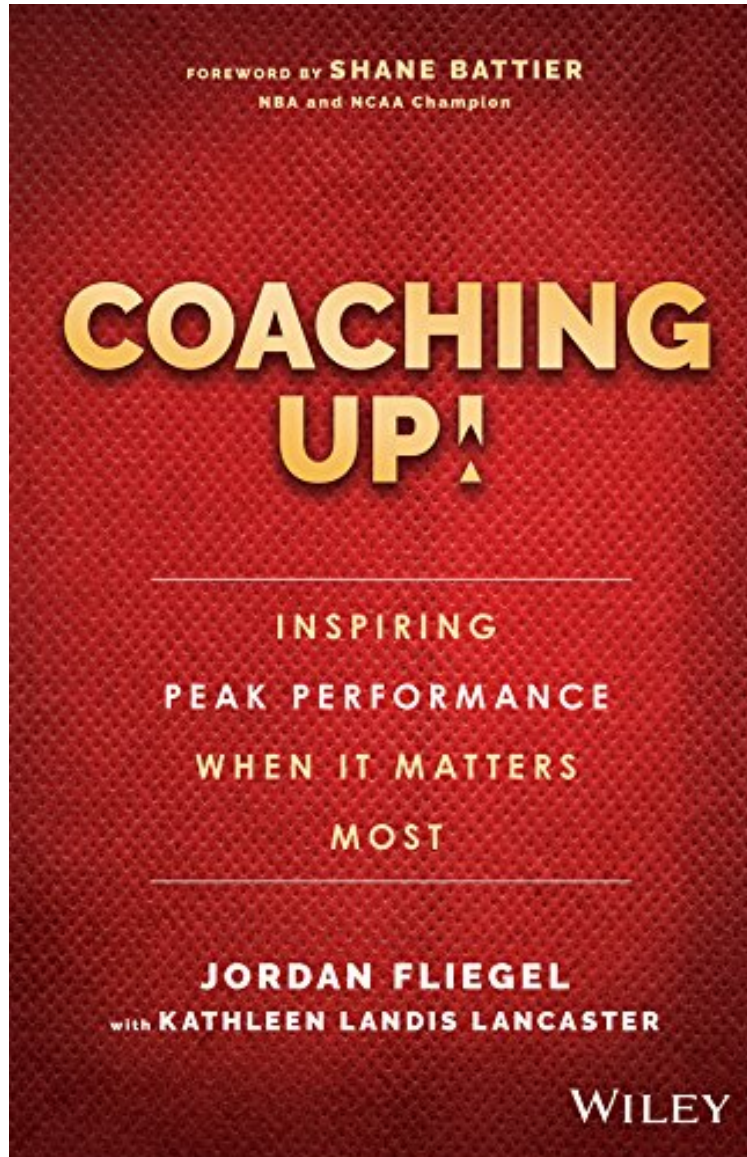


Coaching Up! Inspiring Peak Performance When It Matters Most

Jordan Fliegel

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Jordan Fliegel : Coaching Up! Inspiring Peak Performance When It Matters Most before purchasing it in order to gauge whether or not it would be worth my time, and all praised Coaching Up! Inspiring Peak Performance When It Matters Most:

1 of 1 people found the following review helpful. A MUST read for any entrepreneur or coachBy CustomerThis is a must read for any entrepreneur or basketball coach. I've personally met Jordan and he really lives the advice he's giving in this book. I'm inspired by Jordan and now I can learn how he does it through this book. Great read.0 of 0 people found the following review helpful. CoachUp !!!By JefferyGrowing up in the urban area of Boston, Ma, I've

had my fair share of basketball coaches. Coaching up has allowed me to take a look back at my basketball career and fully understand my successes and failures on and off the basketball court. "Coaching Up!" 3 step philosophies is life changing knowledge that can help you succeed in building long lasting relationship. Whether you are a new coach or business pioneer "Coaching Up!" has a great rule on productive conversation and life long relationships. A must read for any individual looking to start, begin or build positive relationships. 0 of 0 people found the following review helpful. A great perspective!!!By CustomerJordan owes his success as an entrepreneur thanks to the skills he learned as an athlete. They are that of a leader, a motivator and determination. He brings together great individuals and allows gives them the opportunity to build on their talent.Jordan understands what it takes to build a real business because he understands people. This book has helped me read between the lines and see the truth behind what is behind said. A great read for any entrepreneur!!

Connect, engage, motivate, and inspire using top coaching techniques Coaching Up! is about inspiring those who matter to you to achieve peak performance. Whether you are a coach, a business leader, a civic activist, a teacher, a counselor, or a parent, this book will offer you a powerful, highly effective way to connect to the people you care about and move them forward toward their best selves. In sports, coaches have developed ways of connecting with their players quickly in the "heat of the battle," inspiring them to perform to their fullest potential and "leave it all on the field." Interestingly, although these techniques have not been codified, great coaches have independently developed remarkably similar models. This book aligns these techniques and distills their essence into a fundamental skill set that anyone can use to connect with, support, and inspire his or her colleagues, teammates, friends, and family members. At its foundation, great coaching is based on a solid set of techniques that can be applied to all areas of life. Essentially, those skills boil down to forging authentic connections, providing genuine support, and offering concise direction. While our everyday pressures may be less intense than those of a championship, the long-term game is even more important. Why not borrow from the best to develop the skills and abilities to win every day? Inspire and motivate people to higher performance Improve communication in high-stakes situations Be more effective both professionally and socially Getting inside the way great coaching works gives you an unparalleled glimpse at the core of inspiration. A great coach can make the difference between a mediocre player and a world champion. What would that difference look like if you could inspire every colleague in your business? Everyone who matters to you in your personal life? You can be the source of empowerment and motivation that helps the people around you reach higher, go further, and achieve more. Coaching Up! gives you the game plan and shows you how to run the plays.

From the Inside FlapOne of the most dramatic situations in sports arises when the clock is ticking down, the odds are stacked against the underdogs, and the players turn to the coach for the motivation they need to dig deep within themselves and pull off the win. Similar moments of truth, in which the people around us need inspiration and direction, happen all the time in our day-to-day lives. Coaching Up! gives you a proven formula for moving your colleagues, family members, and friends ahead to achieve their highest goals. Written by a former professional basketball player and coach turned successful entrepreneur, this game-changing resource shares the three-part formula he uses as the philosophical cornerstone of the company he founded, CoachUp, Inc., now America's leader in sports coaching. Among CoachUp's roster of coaches and advisors are thousands of current and former professional athletes, including such top performers as two-time NBA MVP and champion Stephen Curry of the Golden State Warriors and NFL world champion Julian Edelman of the New England Patriots. The Coaching Up Model presented here is clear, concise, and straightforward; in fact, it's almost deceptively simple. Yet mastering it can make a profound difference in the quality and effectiveness of all your professional and personal relationships. When you read Coaching Up! and begin practicing these techniques in your daily interactions with colleagues, family members, and friends, you will immediately feel a difference in everyone's energy levels. You will be consistently building authentic connections, providing genuine support, and offering concise direction. And both you and the people you care about will be enjoying your interactions more and coming away from them full of renewed enthusiasm for the task at hand, whether small-scale or game-changing. The fact is that coaching people up along the lines described in this book feels great; both for the person being coached up and for the person doing the coaching. Once you have mastered the techniques of the Coaching Up Model, you will find yourself using these techniques with increasing fluency in your everyday interactions. The more Coaching Up Conversations you have with people, the deeper your mutual trust grows and the smoother and simpler these conversations get. In fact, under some circumstances, you can have an entire Coaching Up Conversation with just a look or a gesture. To get to that point, all it takes is practice in mastering the model's three basic skills: Building authentic connections through specific dialogue, body language, and talking points, always laced with humor and humility Providing genuine support through conversations designed to boost confidence, shed light on individual progress and potential, and remove obstacles in people's paths Giving clear, concise direction that people recognize as truly helpful and in their own interest Coaching Up! is a quick read with a huge payoff. As the author promises right up front, this book will change your life. From the Back CoverINSPIRE THE BEST IN THOSE YOU CARE ABOUT IN EVERY CONVERSATION Coaching Up! reveals how to inspire

the people who matter to you to achieve peak performance. Whether you apply it in your professional life, your personal life, or both, this book will offer you a powerful way to connect to the people you care about and move them forward toward attaining their own highest goals. Coaching Up! aligns the techniques used by winning sports coaches and other charismatic leaders and distills their essence into a simple, fundamental model that you can use to hearten and guide your colleagues, teammates, family members, and friends. Plus, this book also provides a wealth of memorable examples, anecdotes, and tips to enrich your toolkit of practical skills for inspiring others. How great—how transformative—would it be to master those skills for use in your daily life? Coaching Up! opens a window into the core of how inspiration actually works. Using the Coaching Up Model, you can become a source of empowerment, enabling the people around you to reach higher, go further, and achieve more. Coaching Up! gives you the game plan—and shows you how to run the plays. "As a life-long entrepreneur and leader of Techstars, I've been fortunate to have a unique window into watching high-achieving leaders build powerful businesses from the ground up. Central to any startup's success is the degree to which its leaders possess high levels of emotional intelligence and relationship-building skills. Coaching Up! is a must-read for startup founders and other business executives who recognize the extreme importance of building authentic connections throughout their organizations, and want to learn how best to do it." —DAVID COHEN, Serial Entrepreneur, Cofounder and Managing Partner of Techstars, Investor in hundreds of startups collectively valued at more than \$70 billion, and Coauthor of Do More Faster "As a venture capitalist, entrepreneur, sports enthusiast, and father, I found that Coaching Up! contained valuable lessons on leadership and mentorship for all parts of my life. I LOVED this book. Read it to learn how to be a great coach in sports, work, and life." —JEFFREY J. BUSSGANG, Flybridge Capital, Harvard Business School Senior Lecturer, and Author of Mastering the VC Game "Winning in life and in business involves the same skills as winning in basketball—the skills to create, develop, and motivate strong teams. In Coaching Up! Jordan Fliegel has written an elegant and easy to read but also very powerful book that captures the core message our business executives, political leaders, teachers, and parents need to hear about how to coach up those you wish to see succeed. This book is a slam dunk." —BILL AULET, Managing Director of the Martin Trust Center for MIT Entrepreneurship, Former Professional Basketball Player and Coach, Successful Entrepreneur, Long-Time Youth Coach, and Author of Disciplined Entrepreneurship: 24 Steps to a Successful Startup About the Author JORDAN FLIEGEL, a former professional basketball player and longtime private coach, is also a successful entrepreneur, an investor in and advisor to technology startups, an author, a public speaker, a frequent guest columnist at Inc. magazine, and the founder of CoachUp, Inc., America's leader in the sports coaching industry. CoachUp connects athletes of all ages, in all types of sports from basketball and football to yoga and dance, with over 20,000 private coaches conducting one-on-one and small-group training sessions nationwide. CoachUp's coaches share a single mission: to help all athletes reach the next level in sports and life. Among Jordan's many personal accolades, he was named to Inc. magazine's 30 under 30 list and the Boston Business Journal's 40 under 40 list and was a Finalist for Ernst Young's New England Entrepreneur of the Year. Learn more about Jordan at JordanFliegel.com or follow him on Twitter @jordanfliegel.