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# Practical Coaching Conversations

- 1** **Invite & Engage** - Invite people to coaching conversations. Start conversations with a light touchpoint.


- 2** **Clarify needs & goals** - Ask about their "What do you want?" "What do you want to accomplish?"


- 3** **Listening** - Listen to and understand the situation, their history and perspective of you and listening to context.


- 4** **Playback / acknowledge** - Give you an idea of their condition.


- 5** **Ask questions** - Ask not just any questions, ask powerful questions that make people see things differently. Help them discover what they can do.


- 6** **Forward it** - Ask you think you want to maintain a coaching relationship. Check back in an interval for them. Forwarded as needed by giving someone something back.


- 7** **Coaching follow up plan** - When all you need coaching again, do you need help to get started? Do you need coaching you're stuck? Coaching that's not what you need, but that's what you need, then you need coaching that's not.


- 8** **Close the loop** - Make it an open feedback loop. Follow up on the coaching conversation. Make it a continuous process. Make it a loop. It's not a one-time thing. Make it a loop. It's not a one-time thing. Make it a loop.





### WASTE SOLUTION



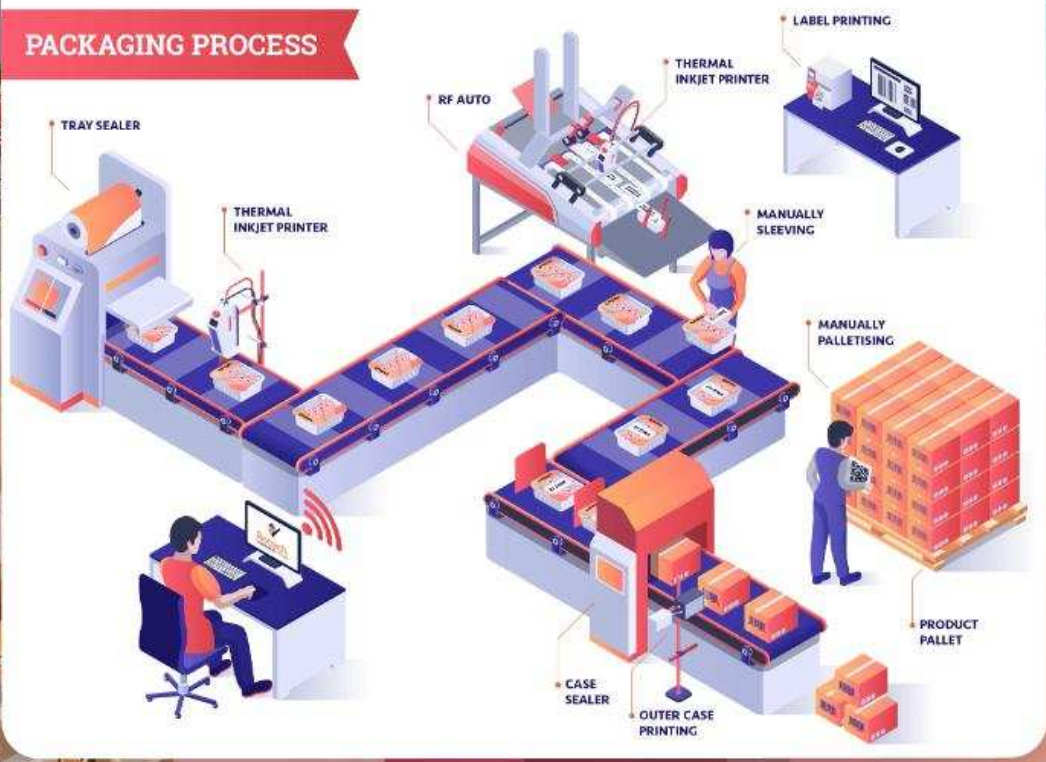
### MINTING COIN



### SPATIAL ROOM



### PACKAGING PROCESS



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# Practical Coaching Conversations

- 1** **Invite & Engage** Help guests to overcome common objections. Start conversations with a light-hearted topic. 
- 2** **Clarify needs & goals** Ask about their "What do you want?" "What do you want to accomplish?" 
- 3** **Listening** Listen to and understand the situation, their history and objectives of your and listening to context. 
- 4** **Playback / acknowledge** Show you are listening. Mirror back what you hear. 
- 5** **Ask questions** Go into detail by questions and identify the situation and needs. Help them to think about the issue. 
- 6** **Forward it** Help you think and action of solutions. Encourage them to try. Check back up on progress for them. Encourage and assist by giving positive affirmations back. 
- 7** **Coaching follow up plan** When all you need coaching support, do you need help to set priorities and objectives. Encourage you to be proactive. Encourage them to use what they've learned. Add their own insights. Support them more and help them learn. 
- 8** **Close the loop** Make sure you have feedback. Check if they need further support. Encourage them to be proactive. Encourage them to use what they've learned. Add their own insights. Support them more and help them learn. 