



Discover Your Mastery Level in Childbearing Verbal Coaching

It is no secret that masterful communication is key to *your thriving practice*. Getting clients, networking, and establishing good and healthy relationships with everyone, including medical figures and teams, takes masterful communication skills.

Masterful coaching conversations are the key to *your client's success* in achieving the positive, desired experiences they hired you for. Just like in any other area of life, achieving one's goals and positive experiences throughout the entire childbearing process rely heavily on individuals' mindset and commitment, and the actions they take. And those must be addressed prenatally, or as coaches often say "*before the performance*".

Verbal coaching has been the missing link in how we've been supporting and educating expectant and new parents and has resulted in many unsuccessful and even traumatic experiences for *both practitioners and clients*.

Leading masterful coaching conversations will help you avoid overcommitting, overdoing, overpromising, and underearning. You'll be able to provide superb virtual support and avoid long hours of hands-on physical support. Plus - it will help you master the art of clients' enrollment.

This assessment tool will help you assess your mastery level in leading these conversations. If you score low in many areas, join our program and level up your skillset. We would love to see you thrive.

We're committed to your success!

Neri & the Birth Coach Method Team

1. I lead masterful enrollment conversations. I nail client interviews.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

2. I am mastering the money conversations and I can easily ask for what my services are worth and collect the payments.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

3. I lead masterful conversations that lead to long-term client relationships so that my clients continue hiring me as their coach throughout the *entire* childbearing process. This helps me avoid the need to constantly find clients.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

4. I lead masterful conversations that clarify my clients' prenatal, childbirth, and postpartum goals and desired experiences, and have their goals at the center of our work together.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

5. I work with strong questions, instead of 'telling' or directing my clients on what to do. I inquire about their circumstances, values, background, beliefs, and perceptions so that we all can fully understand their needs.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

6. I lead masterful coaching conversations with no 'right' or 'wrong' so that my clients step up to feel the expert in their own lives and are not submissive to any authoritative figure throughout their childbearing journey.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

7. I'm familiar with my clients' common dilemmas and challenges and how those interact with the history, structure, philosophy, and strategies of the maternal care system, and I help resolve the possible conflicts.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

8. I mastered the conversational strategies that engage the partner, help resolve differences of opinions, and facilitate mutual respect, acceptance, compromises, and agreements.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

9. I lead masterful conversations that lead my clients to stand in their power and expect individualized care, without breaking their trust in their medical caregivers, unless I have a reason to believe that they are being treated with disrespect, coercion, or intimidation.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

10. I recognize that clients' knowledge often doesn't lead them to optimally cope with the challenges or make a progress. Therefore I focus on elevating my clients' ability to conduct themselves and to better perform- cope and progress, and I create opportunities for them to practice new skills.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

11. I am masterful in pacing myself throughout the conversation so that my clients feel heard, safe, comfortable, are open to answer my questions in all honesty, and are open to options and suggestions.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

12. I lead masterful conversations that reveal clients' *personal challenges*, limiting beliefs, and success blockers, whether those are hidden or surfaced, and I can resolve those so that they will not interfere with clients' positive and desired experiences.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

13. I am familiar with the cultural perceptions and inhibitions in my field and understand how these may impact my clients' mindsets and beliefs. I lead masterful coaching conversations that recognize, reflect, and remove these success blockers out of the way.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

14. I lead masterful coaching conversations that help clients understand what motivated them to choose their desired experiences, and the nature of their motivation so that it carries them through moments of doubt and crisis.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

15. I lead masterful coaching conversations that help my clients generate strong convictions about what's right for them, develop and expect individualized care.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

16. I am tailoring the conversations to my clients' unique belief systems, communication styles, and needs so that they expect the medical caregivers to establish patient-centered relationships with them and provide patient-centered care.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

17. I lead masterful conversations to demonstrate and train my clients in self-advocacy.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

18. I lead masterful coaching conversations that reflect on the impact of my clients' lifestyle, career choices, living situation, nutrition, and exercise routine, on their chances to achieve their desired experiences.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

19. I lead masterful conversations that clarify my clients' need to engage, commit and be accountable to the experience they hire me for so that I avoid overcommitting, overdoing, and burnout.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

20. I understand that clients' resistance is an opportunity for growth and I am masterful in using the verbal coaching strategies that can help me resolve moments of resistance and rebuild the mutual respect, trust, and understanding between us.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

21. I am mastering the strategies of tracking my clients' progress toward fulfilling their desired experiences. I reflect on their progress and notice the areas in which they struggle so that I can coach them deeply in these areas.

Not at all 1 2 3 4 5 6 7 8 9 10 **I lead with great results**

Tally Up Your Score and Find Out Your Mastery Level

What is your mastery level in leading life-changing, results-oriented conversations throughout the process of childbearing? Tally up your score. What did you click the most?

Mostly 1s and 2s - Novice

You're unsure how to start a coaching conversation and lead toward a meaningful change of mindset or perception so that your clients achieve their goals. You're learning new tools and strategies to verbally coach clients to have positive and healthy experiences.



Mostly 3s, 4s, and 5s - Competent

You're exploring how to lead masterful coaching conversations. You understand the basic dilemmas faced by individuals during the childbearing process demonstrate a basic understanding of the terms and purpose of the coaching conversations. You're familiar with the GROW model of coaching.

Mostly 6, 7, and 8s- Experienced

You establish relationships based on trust and mutual respect. You use the GROW model of coaching to assess your clients' needs and open the coaching process. You're quite comfortable asking questions from a place of curiosity. You are familiar with some coaching exercises that can help you reveal clients' truth, and lead the conversation based on your clients' goals.

Mostly 9 and 10s - Master

Leading with results!!! You find openings using your curiosity. You follow the GROW model of coaching confidently throughout the conversation and know which coaching exercise will be most helpful in a particular coaching session. You know how to elevate your clients' accountability and commitment level and enroll them in taking action. Your clients are reaching a positive mindset and experiencing shifts around labor, birth, and beyond.

Level up your skills and incorporate verbal coaching skills into your practice. We want to show you how to lead life-changing and results-oriented conversations. Join our program and experience the coaching difference. Let's reinvent birth and postpartum support.