

The Macro-Container



How you end is as important as how you begin



Supports Integration



If it is aligned, closing one container, sets up the possibility of opening a new one

Procedures

- **Choose Deliberately**
Be purposeful in deciding to continue work with a client
- **Logistics**
Plan this as a separate call
- **Transparency**
Invite the client into this call with clarity of the call's purpose
- **Scheduling**
Plan for having this call between the last two calls, or slightly earlier. Aim to avoid planning this call for after the coaching cycle is complete

Mechanics of the Next Steps Call

There's a specific journey you'll want to travel
This is a type of enrollment conversation

1. Set Intentions
2. Celebrations
3. Vision
4. The Bridge
5. Make the Ask
6. End the Call