



**SimpliMD**  
**5 Step**  
**Business**  
**Coaching**

SimpliMD™



# Introduction to the program

Our 5-step coaching program is designed to help doctors improve their business skills. Learn how to take control of your professional life and maximize your quality of life.

SimpliMD™

# General Structure

The beginning of any coaching interaction needs to start with a clear purpose. The purpose tends to be one of three types of conversations:

1. Personal Developmental (optimizing strengths)
2. Career (preparing for another role)
3. Performance (overcoming obstacles or dealing with performance gaps)

The context for our coaching meetings will be operating your professional business and how that is connected to every area of your life.





# Step 1 - Establish The Objective

- What would you like to have accomplished as a result of our meetings?
- What does success look like when we are finished today?
- What would you like to achieve because of our time together?

# Step 2 - Understanding Through Assessment

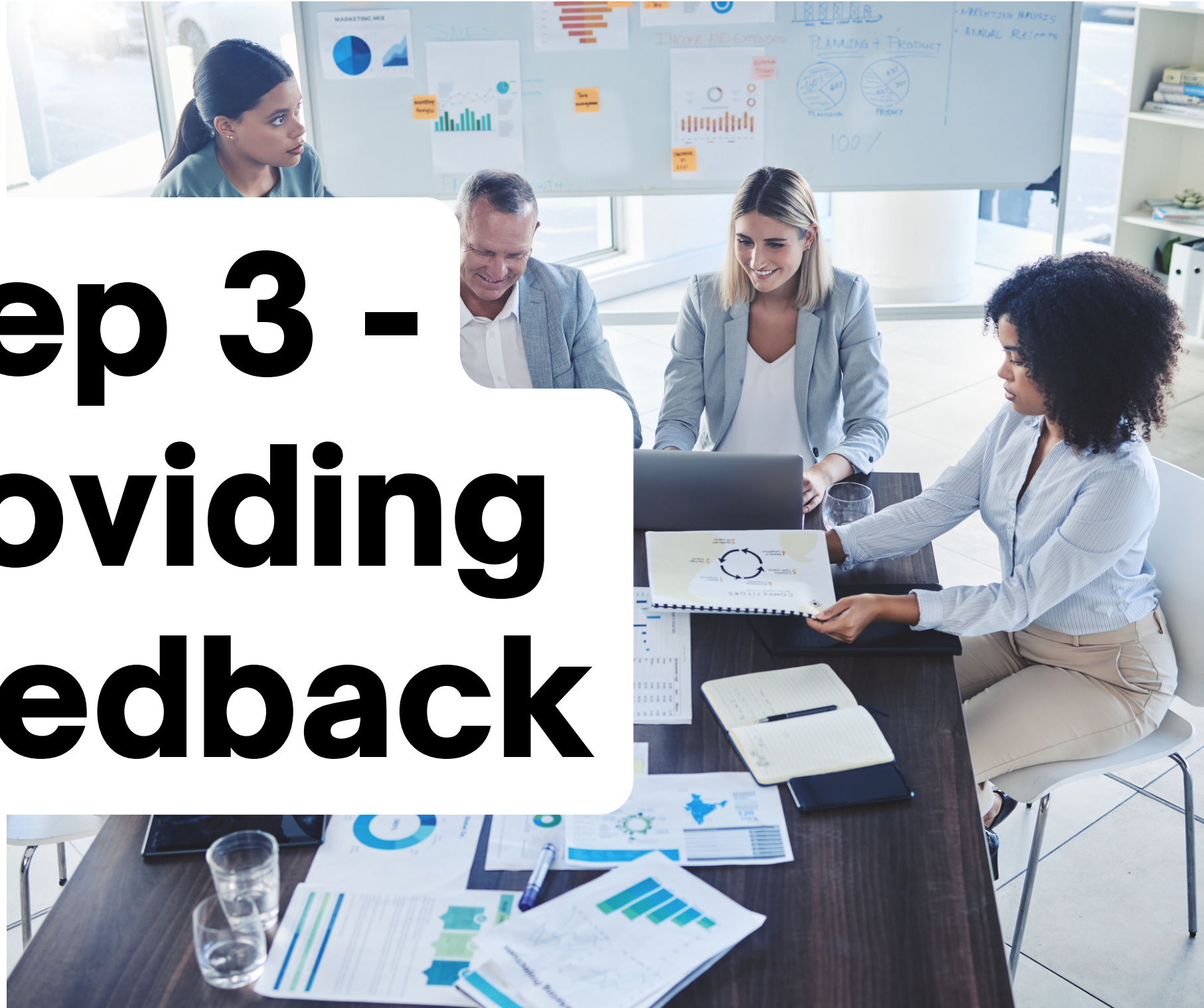


At SimpliMD we use two primary tools for the general assessment step of our coaching relationship:

1. Wheel Of Life Holistic Self-Assessment
2. Wheel of Professional-Business Life Self-Assessment

This information will be used to guide our coaching relationship and identify the mutually identified goals that will help prepare you for the future





# Step 3 - Providing Feedback

Your coach will share their physician-centric observations and experience-based insights as it pertains to your goals.

We'll support your self-identification of the focus areas whenever possible, but also alert you to any blind spots you may have in your growing business competency. The goal will be to empower your increasing self-awareness of the action steps needed to help you thrive professionally as you work towards your goals.

# Step 4 - Identifying Goals

Goal setting is where the assessment and feedback turn into action. It will help you move forward and achieve a positive outcome.

We'll break down your goal (s) into a forced rank order and then within each goal identify:

- What are the three specific actions that will help you succeed?
- When will you accomplish these actions?

This last step ensures accountability and provides experienced guidance from a seasoned physician business professional. Together we will

1. Recognize progress and wins.
2. Encourage you to manage your goals through obstacles and secure the needed guidance to be successful.

These two skills are essential to implementing and supporting action plans.



## **Step 5 - Follow Up With Support**