

PURPOSE: PACE (Prepare/Purpose, Aware/Ask, Choose/Commitment, Execute) is a coaching framework used to have an effective coaching conversation with a sales professional. Similar to the consultative framework, PACE is all about asking rather than telling to gain deeper insight and create an accountable execution plan.

INSTRUCTIONS: Complete the following to gain a deeper understanding of a sales professional's accountable execution plan in your coaching session.

Who are you coaching?	
What is the coaching scenario?	

The PACE Coaching Technique

<h1>P</h1> <p>Prepare / Purpose</p>	<p>Establish Focus- what is the purpose of this coaching session?:</p>
<h1>A</h1> <p>Aware / Ask</p>	<p>Ask ... then Tell:</p>
<h1>C</h1> <p>Choose / Commitment</p>	<p>Discover Possibilities Explore & Prioritize Choices - <i>On a scale of 1-10, how committed are you to achieving this goal? Is this an effective goal? Click here to access article: How to Set Effective Goals.</i></p>
<h1>E</h1> <p>Execute</p>	<p>Remove Barriers - <i>What could get in the way of achieving this goal? Click here to access article: Three Myths that Derail Sales Results.</i></p> <p>Action - <i>What action are you willing to commit to during the next week to achieve results? Download eBook: Top Tips to Increase Your Sales Team's Effectiveness</i></p>

