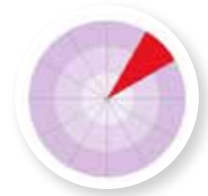


COACH

# Offering Assistance



Offering assistance is one of the Coach style behaviors in the Sphere of Influence 360°.

People need assistance daily, but asking for help doesn't come naturally to everybody. Some people are hesitant to ask for assistance, while others simply have never learned that asking for help is an option. In this exercise, we help you spot opportunities to help others and give you tips on how to offer your assistance.















**“Great opportunities to help others seldom come, but small ones surround us every day.”**

**- Sally Koch**

## Exercise 1: Spotting Opportunities

The quote on the first page already said it: small opportunities to help people surround us every day. It is up to you to spot them. Maybe you can hold the door for someone or point people in the right direction if they cannot find what they are looking for.

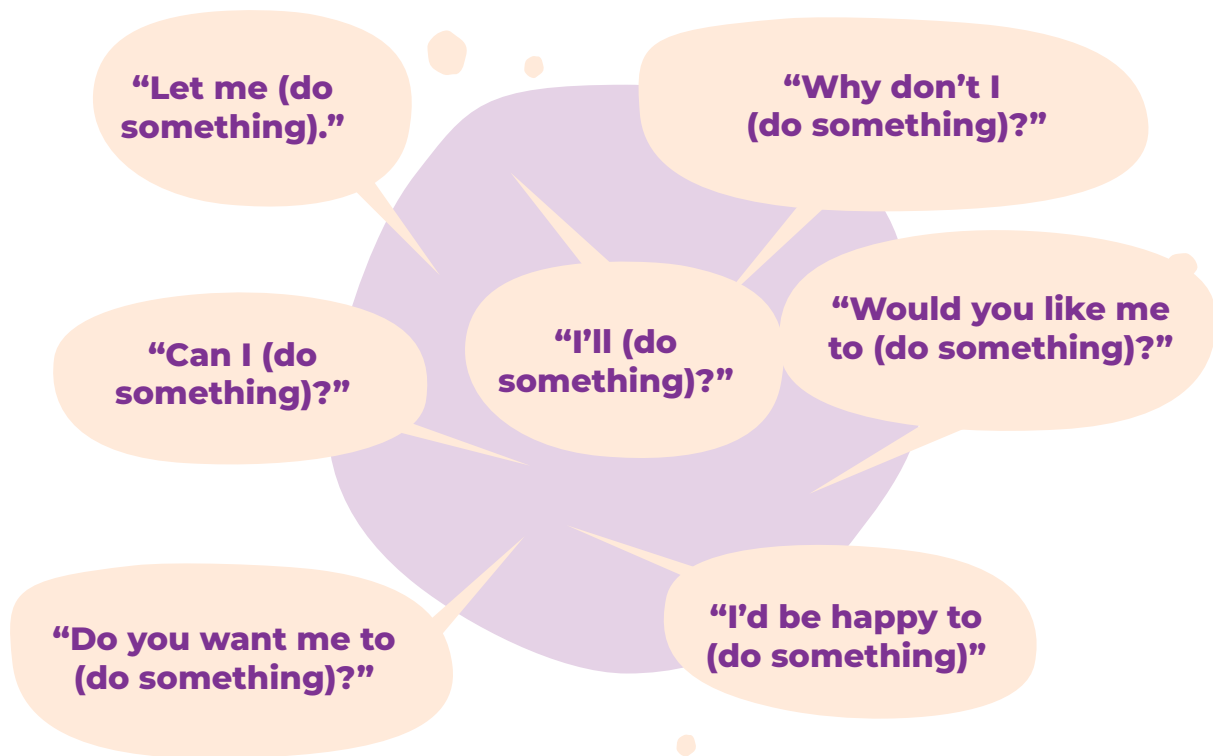
In this first exercise, we ask you to reflect on your daily life. Write down all the opportunities to assist others you can think of! We encourage you to take some extra time over the coming days and look for more opportunities to assist others than you initially thought of. If you get stuck, ask for help from the people around you.

Small opportunities to assist others:			
			
			
			
			
			
			

## Exercise 2: Do something

Now that you can spot opportunities to assist people, it's time to practice letting people know that you are willing to help them. Make sure to be specific about the kind of assistance you are offering.

Look at the example phrases below. For every statement, you must **replace the 'do something'** part with the specific helping action you would like to perform. If someone walks in with a heavy bag, for example, you can use the pink example sentence below and say to them: "Why don't I help you carry that bag?"



**Good luck** with offering assistance!

## Evaluation:

How did your attempt to offer assistance work out?



1



2



3



4



5

What did you learn? What insights did you gain?

What went well? What would you repeat?

What can you do to improve your performance?

What is your next step?