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## Downsizing Coach Skills Training Syllabus

**Online materials and course library:** LOGIN at “My account” - top right corner of [www.seniorsrealestateinstitute.com](http://www.seniorsrealestateinstitute.com). Go to MY COURSES and select “Downsizing Coach Skills Training”

**Instructor/Coach:** Dr. Nikki Buckelew, Ph.D., CSHP, CSDC

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### Included:

- Seven comprehensive training sessions delivered by Dr. Nikki Buckelew, PhD
- Downloadable SREI Senior Downsizing Coach Skills Guide
- Downloadable supplemental reading materials
- Access to private online group for collaboration and support

### Additional requirements for certification as a senior downsizing coach:

- Two private 1 on 1 coaching sessions (phone or video chat)
- Two private practice sessions (video chat)
- Comprehensive exam (passing is 85% or higher)

### Included with Certification:

- Your name highlighted in CSHP/CSDC directory on the SREI website
- Special recognition in media releases and social media
- Usage of the CSDC mark/logo on marketing materials

### Course materials (online students must purchase separately):

- *Co-active Coaching (4th ed.)* by Kimsey-House, Kimsey-House, Sandahl, and Whitworth
- *How to Say it to Seniors: Closing the Communication Gap with Our Elders*, David Solie
- *Aging in the Right Place*, (2015), Stephen M. Golant

## Recommended reading:

- *Being Mortal* by Atul Gawande
- *The Prosperous Coach* by Steve Chandler and Rich Litvin

## Session Topics:

Session 1: Introduction to coaching

Session 2: The deeper issues

Session 3: Powerful coaching conversations

Session 4: Coaching dilemmas

Session 5: Using metaphors and stories

Session 6: Demonstrating your difference

Session 7: Putting it all together

**Becoming an excellent coach is a process!** It's not about getting it "right" or being a perfect coach (if there is such a thing). This is an opportunity to increase your effectiveness while growing both personally and professionally. Coaching skills will most certainly also benefit you in other areas of your life and business!

## Sharpen the Saw

As you work your way through this course, learning and implementing new skills, you will also want to brush up on topics taught in ***Success in Seniors Real Estate***.

Only you can determine which areas require revisiting, so take a moment to review the following list of characteristics that a *Certified Senior Downsizing Coach* should exhibit and then refer to your SREI course materials if needed.

## Being a CSDC means:

- Having working knowledge, not only about mainstream real estate options, but also a strong grasp of the larger senior living options available nationwide. Specifically, what they are and what they aren't including correct terminology for describing each.
- Knowing the independent and assisted living communities available in your specific service area, such that you can speak to their features, service levels, representatives, and price ranges.
- Being able to clearly and accurately provide an overview of what move managers, estate liquidators, placement services, and other relocation related resources do, as well as approximations of what they charge.
- Providing clients with helpful local and non-local resources and information relative to their overall circumstances.

- Having the ability to take complex situations (or problems) and break them down into manageable pieces that can be tackled in a systematic fashion.
- Being willing to discuss the deeper issues associated with relocation and helping to normalize associated ambivalent or negative feelings.
- Having a desire to help people make informed decisions - even when those decisions may not match yours or benefit you professionally.
- Understanding the phase-of-life and developmental tasks associated with old age and the aging process.

**Congratulations on your decision to become a Senior Downsizing Coach!**

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**IMPORTANT**

Please call or email our program director immediately if you have a change of brokerage, mailing address, email address, or phone number while enrolled in the program to ensure that you continue receiving important course-related notices.