

This document is for those interested in taking the Intercultural Coach Training program from Motivational Listening International. Please read carefully and hang on to this document as it will be a helpful guide.

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 - What is NOT included?
 - If I take this course, what's my TOTAL cost to become certified as an ACC with the International Coach Federation?
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- **What skills will I be learning?** You'll be learning the basic skills of coaching: better listening (what to listen FOR when you're coaching) how to ask questions that unlock powerful insights for your clients, how to set the expectations for coaching and help clients set action steps and be accountable.
 - List of classes/modules/parts: Our class consists of Basic Coach training plus Applied Improv and Intercultural Communication modules.
 - **How much time will it take?** This course is for serious trainees willing to invest at least 80 hours over 5 months, or about 4 hours per week. Number of student contact hours included in program: 65 Synchronous (57.5 in class, 7.5 in Observed coaching) + 15 hours asynchronous (homework) for a total of 80 hours. Students are also encouraged to begin coaching clients and building their Coaching Experience Hours Log.

- **What Days and times will class meet for ICT Fall 2021**

Cohort sections? This fall we offer our trainees 2 options to complete the 80-hour course:

- **Cohort 2A meets Monday/Wednesday, 10 AM Eastern US time, 1.5 hours each day, beginning September 13. Graduation will be on March 2.** full list of dates: September 13, 15, 20, 22, 27, 29, Oct. 4, 6, 11, 13, 18, 20, 25, 27, November 29, Dec 1, 6, 8, 13, 15, Jan 3, 5, 10, 12, 17, 19, 24, 26, 31, Feb 2, 7, 9, 14, 16, 21, 23, 28, March 2.
- **Cohort 2B meets Saturday, 9 AM Eastern US time, for 3 hours, beginning September 18. Graduation March 5.** full list of dates Sept. 18, 25, Oct 2, 9, 16, 23, 30, Dec 4, 11, 18, Jan 8, 15, 22, 29, Feb 5, 12, 18, 26, March 5.
- **What happens in November?** In November you will work with one other student and a trainer to begin "Observed coaching" and you'll have extra time here and during the Christmas/New Year's break for completing homework!

- **What will the course prepare me for?** To prepare you for credentialing by the International Coach Federation (ICF) at the Associate Certified Coach level, we will ensure that each trainee gains familiarity with all the ICF Core competencies and becoming adept at the ACC level with coaching enrollment, conducting individual sessions and series, to prepare you for managing future clients from beginning to end of a coaching engagement.
- **What credentials will I earn from completing this course?** We offer two basic certificate levels: the first is a Certificate of Attendance, and the more rigorous is a full Completion Certificate. Those seeking the ACC, PCC, or MCC from the International Coaching Federation (ICF) begin the process by earning the Completion Certificate; they then must complete several other benchmarks before applying and obtaining the credentials from the ICF (our trainers can consult you on which credentialing path you should choose based on your goals for becoming a coach.)
- **Is ICF certification guaranteed?** No. The ICF certifies people after a third-party review, maintaining integrity of their organization. You will need to qualify based on the merit of your own coaching ability.
- **What is MLI's Coaching philosophy?** Conversations with leaders are transformational when the leader takes responsibility for their life. Our

philosophy is oriented around deep listening and asking questions rather than directing or mentoring.

- **Who will be training me in cross-cultural coaching?** Our Lead Trainer is Adam G. Fleming, PCC. Adam has been coaching since 2007 and training coaches around the world since 2010. One of his courses was certified by the ICF as “ACSTH” in 2020. All other people working in an official training capacity also have ICF certification and experience living and working interculturally.
- **What if English is not my first language?** Program delivery will be in English, without interpretation provided, so your English language ability needs to be strong. However, if your mother tongue is **Arabic, French, German, or Spanish**, we will provide an ICF-certified coach to with you during your Observed coaching sessions so that you can coach someone who is fluent in your mother tongue and receive feedback in your mother language as well.
- **How will the program be delivered?** You will be invited to a learning platform and find the course work and the Zoom link for the class sessions there.
- **How do I know if this for me?** Participants should be interested in using coaching as a major skill set in their professional lives as a leader, change manager, consultant, or coach. Leaders with some global experience either living or working in a country outside their passport nation for at least 6 months or people who are interested in going to live outside their own passport country are especially invited to apply. Ideally the cohort will be diverse.
- **Are there any requirements students must meet to enter the program?** Students must be approved by the Lead Trainer after a personal interview so that we can ensure each student understands the rigorous parameters and expectations of the program. Prospective students who would like to set an interview may schedule with Adam Fleming at www.calendly.com/adamfleming/30
- **What does it cost?** Cost is \$3600 USD. Course fee includes all class sessions and observation sessions. After you're approved and you choose to join us, a deposit of \$1000 will secure your place in the course, with the balance of \$2600 to be paid no less than 5 business days ahead of the first class session (see application for due dates of both deposit and balance paid). Refer a friend for a \$200 rebate!
- **What is the refund policy?** If you need to withdraw before the course begins: Deposit (\$1000) will be refunded in full up to six weeks before the course begins. With less than six weeks but more than two weeks before our start date, we will give a 50% refund of the deposit and full refund of any additional funds paid. Within 2 weeks of the course start date, no refunds on the deposit will be given, but we will refund any of the other fees in full. If you need to withdraw after the class begins you will have two options. For those who realize they cannot complete the course due to a family emergency or other personal crisis, you will be welcome to use your credit toward another training within the next 2 years of

this class start date. (You may also apply deposits to a future class if you need to drop out before the start date.) Your other option is to request a refund on a portion of \$2300: After 1 week of class, we will refund 80%, after 2 weeks, 60%, after 3 weeks, 40% and after 4 weeks we will refund 20%. After 5 weeks of class we will offer no refund and suggest that you keep your credit and join us again during our next cohort.

- **What if I can't complete the class due to a personal/family crisis?** If you are unable to continue the course due to family emergencies, and it's after the end of the refund period, you are welcome to drop out and rejoin us for our next class at no additional charge.
 - **What happens if I don't complete the course work before graduation?** We strongly encourage all students to complete all assignments before graduation, however, an extension for four weeks may be requested in writing and may or may not be granted depending on circumstances. If the extension is granted there will be an administrative fee of \$300.
 - **NOT included:** Please note that before you apply for a credential with the International Coach Federation you will also need to get Mentor Coaching, which is offered by our company but is outside the scope of this class and therefore will be an additional expense along your credentialing journey.
 - **ALSO NOT included:** this course is not about building your business. It's not intended to teach you how to set up your business and market that business to get clients. We will gladly refer you to some great marketing experts, but this is not within the scope of our course.
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- **What are Motivational Listening International's vision and goals for the ICT course?**

Our vision is to prepare the trainee for coaching in a rapidly-changing, multicultural world. The goal is to give the trainee an excellent grounding in what we consider the coaching basics: allowing the client to set the agenda, listening for significance, asking powerful questions, and assisting the client to commit to action, then follow up with support, encouragement and accountability. The secondary goal of the training is to provide the trainee with a broad understanding of cultural contexts and practice navigating conversations with people of different cultural backgrounds, plus some tools for doing cultural assessments with clients and teams. Our internal goal is to apply to the International Coach Federation for Approved Coach Specific Training Hours (ACSTH) and to be able to retroactively apply ACSTH to our beta group's certificate. Our lead trainer, Adam Fleming, PCC, has developed one program previously that is

ACSTH certified (designed for LivingStones Group and certified by the ICF October 15, 2020).

If I take this course, what's the bottom-line total cost to become certified as an Associate Certified Coach with the International Coach Federation?

We want to help you get great training at a good deal. So, if comparing our program to others is confusing, please call us and we will help you compare apples to apples.

ICT course: \$3600 (less early-bird discounts or referral rebates) 80 hours of coach specific training

Mentor coaching: \$1250 (you may purchase from us or check pricing with other providers, be sure they are ICF PCC coaches)

ICF ACC certification process and membership: \$600 (payable to ICF, we do not control ICF pricing changes!)

Total (estimated) \$5450