



Coaching





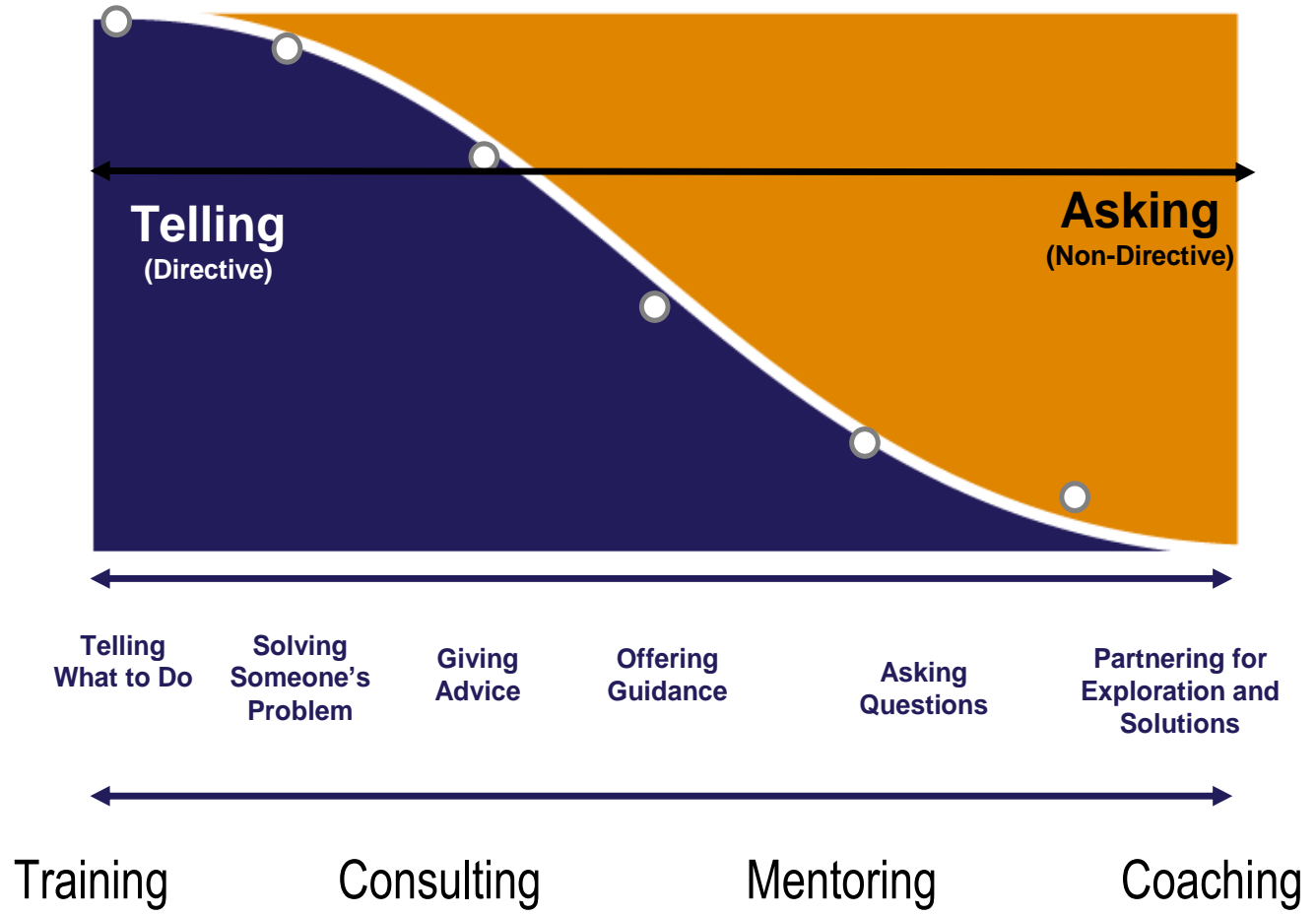
Coaching Definition



“a collaborative solution-focused, result-oriented and systematic process in which the coach facilitates the enhancement of life experience and goal attainment” (Grant, 2003).



COACHING DISTINCTIONS



Adapted from Corporate Coach U Int'l model



The Coaching Relationship



The fundamental philosophy of coaching is that the client/student is ***Naturally Creative, Resourceful and Whole!***



The coach is not an expert in the client/student's life. The coach gives ***NO ADVICE!***



The power is in the ***self-discovery***. The client/student has their own answers within themselves.



The partners design an ***alliance*** based on trust with no hierarchy.



Coaching is ***future-focused*** with a goal of long-term positive change.



Successful coaching is grounded in ***achieving action*** and ***accountability*** based on the client/student's goals.



Central New Mexico Community College

The largest post-secondary institution in New Mexico.

29,000
Credit
Students

65%
Minority

60% First
Generation
College
Goers

Average Age:
29
With Children

Annual
Income is
>\$20,000 for
66% of our
students



What is CNM Connect?

DEPARTMENT/PLACE

- A center focused on student navigation, engagement, persistence and success from enrollment through completion of students' stated goals.

- In Person
- Online
- Telephone

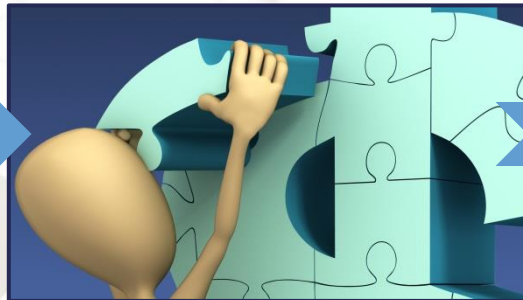
PHILOSOPHY/CONCEPT

“No Wrong Door”

Achievement Coach Model:
Holistic, comprehensive understanding of student's needs.

- Belief that student is creative, resourceful and whole.
- Access to college and community resources
- Students don't experience:
 - Departmental Silos
 - Multiple Referrals

The CNM Connect Timeline



- **PILOT PHASE
2005**

- 31 students
- 1 PT coach
- 1 campus

- **Intermediate
2008-2010**

- 2057 students
- 1-5 coaches within 1 academic school
- 1 campus
- Contact Center initiated

- **Institutionalization
2012-2013**

- 6,789 students
- 13 coaches
- 30 Connect staff
- 7 campuses



CNM Connect has over 6,789 active participants:

- **59% female**
- **73% minority**
- **71% with children**
- **53% first generation students**
- **67% have trouble paying monthly bills**



Suncat Savings Challenge



An opportunity for students to invest in their future with a matched savings account called Individual Development Account. (IDA)

Every dollar put into the account is matched 4:1 by public and private institutions to help students save toward their education, a home, or starting a business

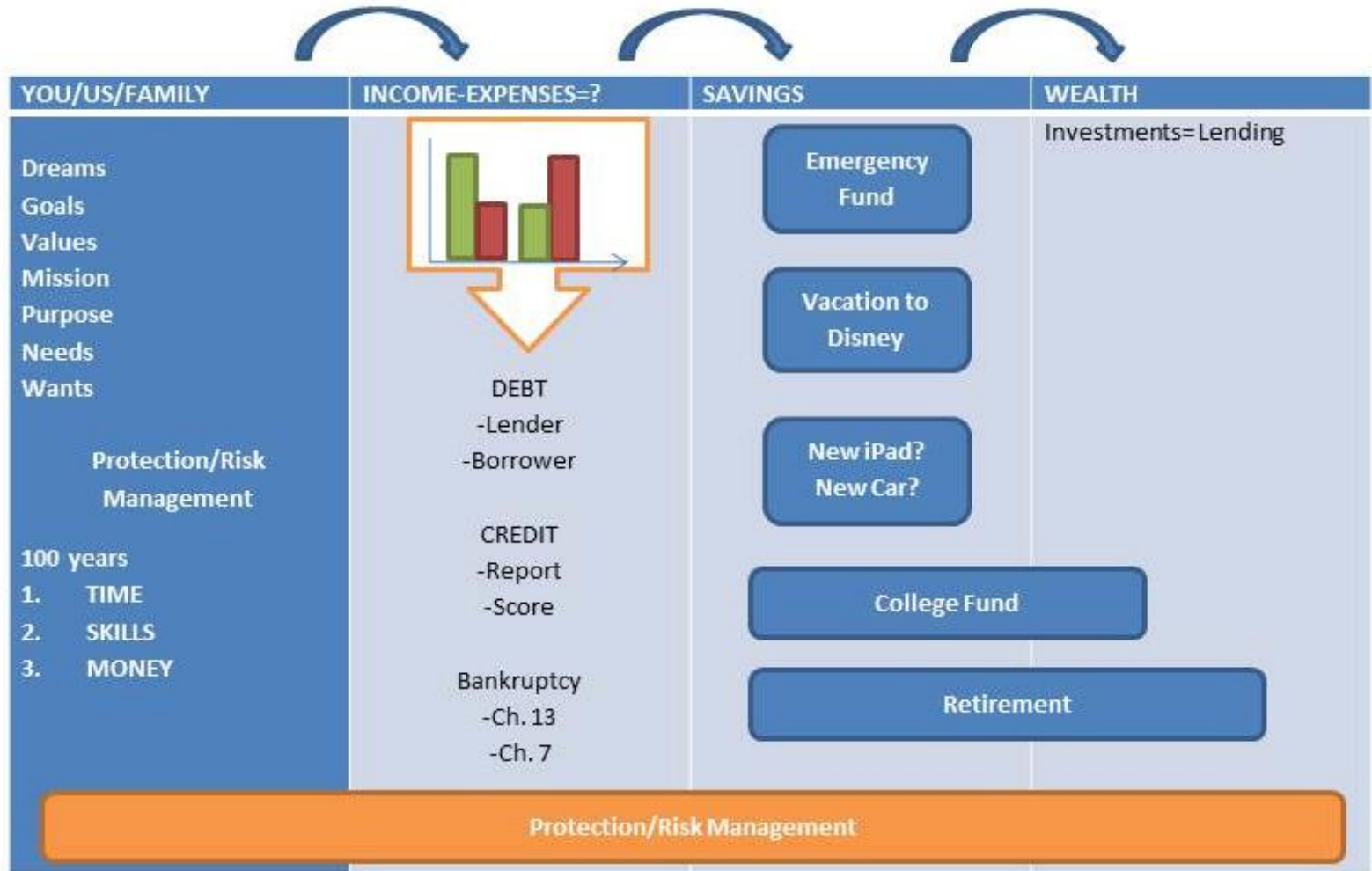
Qualifications

- Be enrolled at least half-time at CNM
- Be at least 18 years old
- Have someone in the household who is currently employed
- AGI must be under 200% of national poverty level
- Household net worth (excluding 1 home and 1 vehicle) under \$10,000

Requirements

- Team with an Asset Coach to help determine a savings goal.
- Make regular deposits for minimum of six months.
- Graduate from a Financial Management Course.
- Prepare a household budget.
- Complete an asset purchase plan for your intended asset showing the use of the funds.

Financial Health Model





COLLEGE ACCESS

What will my education cost?
How do I get into the college of my choice?

What are the benefits of higher education?
Which institution is the best match for me?

How will I prepare and plan for college?
Who supports me to go to college?

Who Am I? Beliefs, priorities, values, interest
What is my Motivation? Career Goal /Course of Study?

COLLEGE SUCCESS

I am organized and self-managed in a way that works best for me.
I continue to build my self-confidence by making new connections.

I have college knowledge.
I am committed to learning college skills.

I have a budget that is realistic and works in my life.
I have people who support me in my life.

I have explored and know my values and priorities.
I can set goals that are meaningful to me.

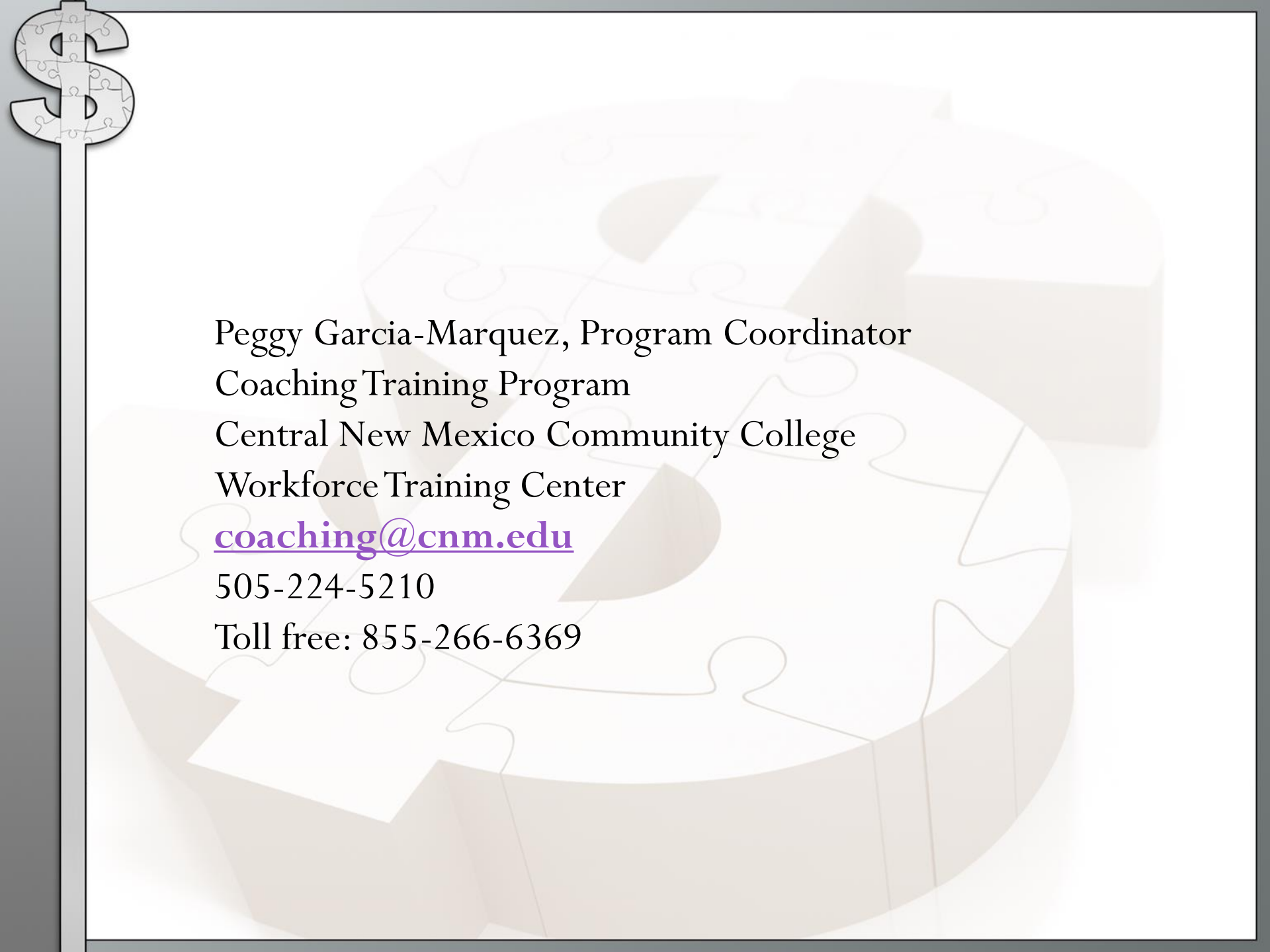


Coaching Training

A dynamic, interactive training that combines fundamental coaching skills with college access and success content as well as financial content.



- Highly interactive with immediate coaching practice and feedback.
- Five day training conveniently split into two, 2 ½ day sessions with practice in-between.
- Participants leave with knowledge and tools that can be easily integrated into day-to-day work life.
- Our location or yours.



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