

# Getting the Most out of Coaching as an INTJ

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As I have coached INTJs, I have developed the following tips for INTJ coaching success. These tips will help you get the most out of the time you spend with me, or anybody else—a coach, therapist, mentor, a Jedi master...or your cat.

## Tip 1. Identify a problem or a goal.

Being really efficiency-focused people, we INTJs usually want to know how to make the most of the time we have. So here's a great place to start: Do you have any problems to work on?

Even just identifying a problem on paper, or out loud, can be helpful. So try to identify a problem or two that you want to work on.

Here are some examples:

- **Problem:** I am failing my classes at school, and no matter what I do, I can't seem to fix this.
- **Problem:** I want to become a computer programmer, but for some reason I'm not able to do it.
- **Problem:** I feel like something is missing in my life.
- **Problem:** I hired an employee and now I'm having annoying problems because of that person, but the work they do is really valuable.
- **Problem:** I need to get a team together, but I've always had poor experiences on teams in the past.
- **Problem:** I want to become a billionaire, and I know how to do it, but I'm procrastinating it.

Once you've identified a problem, I guarantee that the way you describe the problem will change over time. This is ideal. Re-framing and re-labeling are forms of analysis that can lead to great results.

## Tip 2. Know what you're willing to do.

For an introvert, sometimes it's really difficult to attack a long-standing problem, because introverts tend to trust mainly that which comes from within. We INTJs tend to trust our own vision. This has some pros, but it also has a lot of cons. Without significant changes to our point of view or tool set, it's easy to get stuck on problems that seem to return over and over to frustrate us. Our personal vision for ourselves *can and should change over time* as we experience new things.

As a coach, in contrast to you and your "within-ness", I am, by definition, "without". I am a separate person and I have had different life experiences. So, while it may be difficult to get excited about everything I say or advise, because these things don't come from your own "within," I will expect you to push yourself a bit. Find a way to set aside the "within" sometimes. Try to find a balance between listening to yourself and listening to others or trying new things. (An interest in meeting with a coach is like an inner admission that outside help could be useful, so good on you for considering it!) You may not have heard it explained this way before, but I hope it makes intuitive sense.

Coaching is for people who are willing to make an effort to coordinate with the coach at an objective level of "our thinking and our ideas," so prepare yourself—maybe your ideas will be questioned (never in a condescending way), maybe you'll hear something new, or maybe you'll hear something old that is framed in a different way. Ask yourself what you're willing to consider, or try, in order to reach those big goals.

### **Tip 3. Reflect on your progress.**

As soon as you begin your journey with your coach, you will find that your life is changing. You should feel more confident, because you've got additional support and backup. You should feel like you're making smarter decisions. Clients even tell me that their dreams change, or that they are becoming a different person.

As you transition into new circumstances (for example, a new job), or come across new problems, be sure to let me know. A phone call or an email to tell me about a new struggle is absolutely appropriate.

### **Tip 4. Look out for scams. But don't worry about it too much.**

Most of the coaches I've met at professional conferences are really great people. Some of them, however, have different motivations than you do. You probably want information, tools, analysis, and understanding. But some coaches don't care about those things so much. They would rather have a comfortable house, soft skin, a nice wardrobe, and a dreamy vacation plan. That's OK! Believe me, those coaches tend to coach other people who want the same things they do. Is that a scam? I don't know. But as an INTJ I'd be pretty disappointed if I hired a coach who tried to sell me cosmetics. ;-)

I am not here to sell you cosmetics or run a pyramid scheme. What I care about is how you are doing, whether you're making progress, whether your tools are working, and how much you're getting out of life.

Sometimes people ask me, "Isn't coaching a scam?"

All I can say to that is: This kind isn't. (I also don't claim to treat medical conditions, so keep your expectations reasonable...)

### **Summary**

In reading these tips, I hope you can see how much coaching is a combination of your subjective self (who you are, what you've learned, and what you're willing to try) my semi-objective bridge-self (who I am, how I share some of your psychology, and where I've come from), and the objective circumstances in which you find yourself. As that bridge-person, I will attempt to help you open doors that have been closed off to you in the past.

### **Note: I Offer Assessment-on-Demand for INTJs**

I am formally certified in the administration of various psychological and career assessments. If you decide to become a coaching client, you can request those assessments at any time. If you'd like to take a formal personality type assessment, you can do that. This currently includes four-letter type codes and cognitive function use. If you'd like to take a career interests assessment, you can do that, too! I can also acquaint you with other self-assessments that have helped me measure my progress and personal development. Some of these assessments are available in books you can buy at online bookstores.

If you really want to push yourself, **I also offer training in personality models**. I have trained at the corporate level and can train you to become an expert, using personality type models like: Jungian Type (including MBTI), The Enneagram, Socionics, Temperament theory (Linda Berens and David Keirse), Beebe Archetypes, Cognitive Functions, Interaction Styles, and more.

Why are these models useful? They're tools—technologies for human relations and shortcuts for dealing with your own psychology or that of others. INTJs need to employ and create high-leverage assets in order to be successful, and these are some of the best tools available.

Don't miss out on the [complimentary session](#)! Good luck and I hope to talk to you soon.

Marc