



face value

PERFORMANCE PSYCHOLOGY ®



60 Minute[®]
Solutions

Single-Session Coaching Services

What is 60 Minute Solutions and who benefits?



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Single-Session Coaching has its origins in single-session therapy which can be traced to the writings of Bernard Bloom in the early 1980s, and Moshe Talmon in the 1990s.

Talmon practised at the Kaiser Permanente Clinic in San Francisco and was shocked by the high drop-out rate of his clients after their initial therapy session. He followed up 200 clients and found that 78% reported that they had received what they wanted from therapy after just one session. Only 10% said that they had chosen not to continue because they did not like the therapist.

These findings led to the creation of single-session therapy practice which enabled clinics to offer a 'drop-in' service, aiming to help their clients achieve significant resolution with their issues in just one meeting.

The same principles have been adopted to provide coaching for mild emotional challenges - in which the coachee expresses *dissatisfaction* with their development rather than *disturbance* in their handling of adversity.

60 Minute Solutions is the Single-Session Coaching service from Face Value Performance Psychology. It provides a 'brief encounter' intervention which is of particular benefit for clients who cannot commit to a 'traditional' coaching programme spread over several months.

Taking one issue at a time, **60 Minute Solutions** aims to find a next-step solution that the coachee can implement right away. Most importantly, it is based on the assumption (usually proven) that the coachee *already* has the strengths and skills required to implement the solution, and that it is a matter of rediscovering or reaffirming these talents. Often all that is needed is an initial helping conversation that makes clear the wood from the trees and that provides the coachee with the impetus they need to boost their self-confidence and their sense of self-efficacy.

Being time-focused, **60 Minute Solutions** benefits individuals who are busy and time-poor, who would usually prefer to sort out their own developmental needs by themselves (but don't have the time), and who have a particular pressing problem or need.

How does 60 Minute Solutions coaching work?



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While a **60 Minute Solutions** coaching session takes up no more than 1 hour in a busy person's day, its effectiveness can be increased by having a 20-minute pre-session call up to 2 weeks before the appointment. This fact-finding call helps to set the scene for the main session that follows. The key stages of a **60 Minute Solutions** engagement are shown below.



Costs for 60 Minute Solutions



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Single-session coaching is, by its very nature, particularly intensive in focus. The coach's style is therefore more directive than in 'traditional' coaching programmes, as time is short and the mutually-agreed aim is to find a way forward for a specific objective in a single session lasting just 60 minutes.

A **60 Minute Solutions** session is more productive when the coach and coachee have had the benefit of 'priming' the session in advance by exploring the specific issue in focus and clarifying the way the coaching session will work. An **optional** pre-session call is very useful for 'setting the scene' in which the coaching goal or objective is set. It also sets in motion the coaching process by inviting the coachee to spend some time thinking through the issue before the main 60-minute session.

The cost for a **60 Minute Solutions** session is therefore **£200** plus VAT (or £250 + VAT with the pre-session call).

Pre-session call (optional)

20 minutes

Telephone or video conference

£50 + VAT

Single Session Coaching

60 minutes

Telephone or video conference

£200 + VAT

Total Cost

£200 + VAT

£250 + VAT with optional pre-session call



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About Face Value Performance Psychology Limited



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Glenn Mead runs Face Value Performance Psychology Limited, which specialises in helping individuals and teams to maximise their potential by making better decisions. He does this by raising their awareness of their emotional and logical thinking brain systems, and how these influence the way they think, feel and behave. With a practical understanding of the neuroscience of decision making, his clients can use effective questions that help to put situations into perspective.

Before consulting, Glenn worked internationally in professional services firms and the Armed Forces in both operational and human resources roles and has over 30 years' experience of leadership and management. He has worked with EY and Cap Gemini in the UK, and with Accenture across Europe, covering 12 countries. His 9 years' service as a Commissioned Officer in a British Army infantry battalion saw operational service in Northern Ireland and Bosnia. He also led the first-ever British Army winter expedition to Lake Baikal in Siberia. He was a director of Chimp Management Limited, the psychology consultancy involved with elite sports performance in Olympic cycling, canoeing and taekwondo and the origin of the bestselling book *The Chimp Paradox*.

Glenn's operational and consulting experience is complemented by Masters degrees in Business Administration and Occupational Psychology, as well as a masters-level diploma in executive coaching and leadership mentoring. His interest in the field of personal and team development began with his curiosity in how to manage stress and build resilience through changing the way we think about and react to stimuli (cognitive-behavioural coaching). The language we use and the way we communicate play a large part in that.

Glenn is a Member of the British Psychological Society and the International Society for Coaching Psychology. He regularly competes in mountain marathons, but notices how each year the hills somehow keep getting steeper and longer.

Face Value Performance Psychology Limited is registered in England & Wales (Company No. 10592410).

For more information about how Face Value can help you, visit www.facevaluepp.com.