



Mikogo for Coaching Services: Demonstrating a Path to Success

Coaches help people achieve personal and professional goals — from forming new study habits to developing more effective staff teams.

Deborah Klein shows adults how to develop learning skills and strategies that work. Through her business, Coaching Learners, she works with people to cultivate systems and techniques that help them process and organize information.

Hazel Langley works to address the training and development needs of small and medium enterprises. The founder of UK-based Enact Development, she supports organizations through learning and development services, research into related policies, and online training courses and assessments.

Whether presenting one-on-one or to a group, both Klein and Langley find that Mikogo makes it easier to explain new concepts to other people.

Finding The Most Effective Way To Learn

Through two decades as a teacher and consultant, Klein observed that teachers learn how to teach, but students never really learn how to learn.



“With clients in different time zones around the world, sometimes I need to connect at odd hours. Mikogo’s ready to go 24 hours a day, enabling easy access between myself and the people I work with.”

- DEBORAH KLEIN, PROFESSIONAL COACH, COACHING LEARNERS

“The people I work with are adult learners, generally graduate students, many of whom are in medical studies,” she said. “They need to process a tremendous volume of information, and most people are not prepared for the amount of learning that’s required. They need a strategy.”

Klein helps people uncover their personal learning style. “It’s called metacognition, or knowing about knowing” she explained. “I help people come up with a strategy that plays to their strengths, so they can succeed and have confidence in their ability, knowledge,



and understanding.”

Langley launched Enact to help businesses and organizations invest in and increase the skill level and performance of their people through training programs. “There is a variety of funding support out there for skills development that can help enterprises grow — if only business owners knew about it,” she said.

Enact coaches businesses through the complex system to access the funding they need, which allows them to focus on training staff and improving productivity. “Owners can keep their eyes on their business rather than getting bogged down doing the research.”

Using Mikogo To Clarify Concepts

Langley has found that some potential customers think moving to an online solution — like her training products — will be difficult. Mikogo helps overcome those objections.

“With Mikogo, I can demonstrate how quick and straightforward our product is to use; they can start to picture how it could save them time and money,” she explained.

“I can use my password-protected database and keep control over what is being viewed,” said Langley. “I can also respond quickly and answer questions by changing screens.”



“I can demonstrate the speed with which my online products generate login passwords, then use the link in the email to open the courses. Mikogo makes this all very slick.”

- HAZEL LANGLEY, PROFESSIONAL COACH, ENACT DEVELOPMENT

Klein says all she needs is a phone and an Internet connection — something that makes Mikogo a perfect fit for her coaching model.

Desktop sharing helps her easily introduce new concepts, like mind mapping. “Active learning requires the learner to create a mental model of what they are learning, something of their own design that gives them “ownership” of that knowledge,” she said, explaining that mind mapping is an excellent tool for doing this.

“I use Mikogo exclusively in my coaching,” Klein said. “It allows me to demonstrate tools, concepts, and strategies using images and other documents. I can also easily review what they are working on.”



More information at www.mikogo.com/customers