

Advantages of Private Coaching

- **The Right Focus:** Training seminars can be the right choice for individuals who are just learning a new concept. However, when the core knowledge and skills are present and the leader wants to take these to the next level, coaching is a more effective approach. For a leader who is looking to change an ingrained behavior and find a substitute response to increase their effectiveness and results, coaching provides the deep personal exploration required to uncover the beliefs connected to the behavior.
- **Immediate Application:** Many leaders return from training and implement only a fraction of what was presented. This is often because the leader cannot make the connection between the concepts learned and the leader's actual work situation. Other times the leader returns from training and has no expected accountability to apply the learning and thus quickly refocuses on the latest urgent matter. With coaching, neither of these issues occurs. The action plan given by a coach is directly connected to the leader's real work and challenges. The leader will also begin implementing learned skills and behaviors immediately after the call and is held accountable to report progress at the next coaching session.
- **Personally Tailored:** Private coaching offers the advantage of every conversation and every activity being specifically focused on the leader's specific needs. This accelerates the skill and behavioral change as application is tailored to the leader's specific circumstances and environment. It is also the preferred method for leaders where additional data or specialized approaches can help in their understanding of others' perspectives and experiences.
- **Productivity Savings:** Unlike training, coaching only takes the leader away from work an average of one hour every two weeks. A 3-day training program with a day on either end for travel results in a full week of lost productivity.
- **Results:** Our coaching is aligned to specific outcomes and there are no continuous pay contracts. It is clear what the leader will receive. Once the core sessions are completed, we follow-up with check in calls at 6 and at 12 weeks to ensure that changes have been sustained. This also gives an opportunity for minor adjustments to be made if needed to maximize results. In addition, we guarantee our results. If you believe any outcome expressed was not met, a refund will be provided for the work in question.