

Why is Coaching Important to Your Career?

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EXECUTIVE COACHING: According to Harvard Business Review (2017), "... 61% of executives were not prepared for the strategic challenges they faced upon being appointed to senior leadership roles." *(Note: This percentage has increased since SeibCo conducted an informal study in 2014, when 40% of executives failed during the first 18 months on the job.)*

Commonly Addressed Areas:

Executive, managerial and leadership competencies | Delegation and team management
Communication, decision-making and project management skills | EQ (emotional intelligence)

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BUSINESS DEVELOPMENT COACHING: It can take six months or longer, sometimes up to two years, before business development professionals are fully productive and profitable in a new job. (According to *CSO Insights*, this occurs in 71% of companies.) The number one reason sales people succeed is coaching and mentoring! *Note: 76% of small business owners/consultants fail due to marketing/sales challenges according to BusinessStudent.com.*

Commonly Addressed Areas:

Prospecting, leads groups and business networking events | EQ (emotional intelligence)
Structure for presentations and close new business | Sales and rejection fatigue
Client retention and uncovering additional business

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TEAM/GROUP STRATEGIC DEVELOPMENT COACHING:

Many internal company teams and external groups are expected to design, develop and execute plans for the company or organization. Unfortunately, conflicts, misalignment with mission and personal agendas get in the way of creating true strategic success.

Commonly Addressed Areas:

Effective brainstorming and goal setting | Team alignment with company mission
Persuasive listening and conflict resolution | Powerful meeting facilitation | Project management



"Jeannette Seibly has an uncanny ability to help her clients identify roadblocks, is laser sharp at identifying the leverage points that will take a business and its team to the next level, and helps them produce unprecedented results."

Coaching Options *

Just in Time: One-Time 2-hour Program

Quick realignment or clarification about a specific challenge, how to resolve it and how to prevent it from reoccurring.

Accountability: Two calls per month

A confidential sounding board to provide clarification on how to achieve goals, boost confidence, create clarity and stay in focused action.

Fast Track Executive or Sales Manager: 4 calls per month

On a quarterly basis, create goals and develop the communication, decision-making, managerial and leadership skills required.

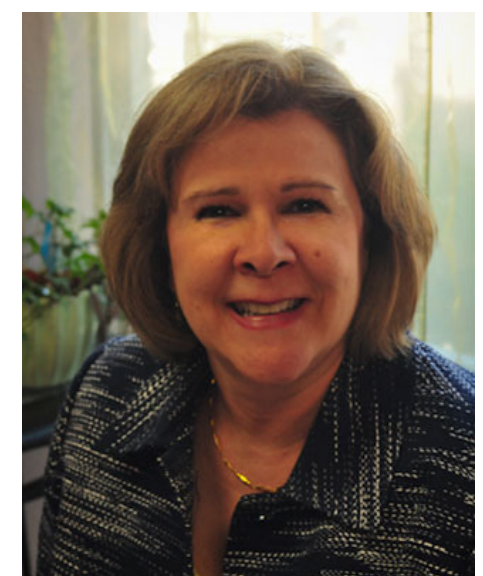
Group/Team Strategic Development: Customized for internal or external team

Great for a new team needing training or a group that is stuck. Provide training to develop idea generation, meeting facilitation and project management skills.

***All include the PXT Select® assessment to create dynamic results.**

What's Stopping You from Moving Forward Today?

Jeannette's commitment is to guide all executives, business development professionals and teams/groups to improve their performance and results. Over the past 25 years, her clients have experienced how critical it is to have a confidential sounding board and advocate, someone to help clarify and uncover solutions, and a coach who is readily available to have the conversations.



If you do nothing else, contact Jeannette for a confidential conversation.

<http://SeibCo.com/contact/> OR for a faster response: 303-917-2993

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