



# INFLUENTIAL LEADERSHIP COACHING

With heightened uncertainty, constant change, cultural diversity, and lightning-fast speed, today's globalized economy puts a certain demand on leaders. Today's leaders need to be digitally fluent, emotionally intelligent, culturally aware, and constantly innovating. However even more importantly, leaders need to be great at engaging and inspiring their teams; they need to be influential!



## Core Competencies

We have designed our influential leadership coaching framework to target the key areas leaders need to develop to be successful. In organizational polls, a majority of CEOs stated that they struggle with:

**Alignment:** Rapidly changing technology, increased diversity and the rise of remote working have made achieving organizational alignment more challenging than ever before. How do you as a leader make sure everyone is on the same page, and moving forward in unity with company decisions and initiatives? Furthermore, how do you design a system that supports where you want to go with things such as KPIs and compensation?

**Execution:** Studies have shown that over 70% of change initiatives fail in organizations. The problem is not only how to properly plan and organize new strategies and projects, but how to effectively see them through to completion.

**Influence:** At the core of leadership lies your ability to influence others and leverage their talents and skills sets. But doing this requires that you are able to competently motivate, engage and inspire your people. Many leaders underestimate the importance of emotional intelligence, communication and conflict resolution skills.

## Return on Investment

Investing in leadership coaching will bring significant benefits both organizationally, and personally:

### Organizational Benefits:

- Increase employee engagement through greater influence and clarity
- Improve collaboration amongst team members

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- Decrease time spent on conflict and miscommunication
- Improve morale and productivity from decreased workplace stress
- Implement change initiatives more quickly

### **Personal Benefits:**

- Improved delegation skills
- Greater public speaking ability
- Develop conflict resolution and negotiating skills
- Decreased workplace stress
- Improved self awareness
- Learn to effectively replicate your skill sets in others

## **Coaching Framework**

Our coaching is typically done in 1 to 2 hour bi-weekly sessions. However we can customize the session length and frequency to fit your schedule. The sessions are ongoing and billed on a monthly basis of which you can cancel any time with no cancellation fees.

We begin your leadership coaching with an introductory session where we map out your desired goals and areas of growth. From there we utilize our coaching tools and expertise in the competencies of alignment, execution and influence to help you reach your desired success. We will also use your real time workplace experiences and help you put into practice the tools and expertise you have gained. Furthermore, we will track your progress and celebrate your wins each session!

**Personal Growth:** We strongly encourage all our candidates to also select an area (or several) of personal growth outside of their organizational role for their coaching. Research has shown taking time to invest in your own personal growth outside of workplace goals can drastically improve your creativity and problem-solving skills. Not to mention it's fun to do! Becoming a well-rounded individual will pay huge dividends in helping you develop your leadership toolbox, and your ability to lead yourself and others well!

## **Investment**

Influential leadership coaching clients invest, between \$600 to \$1,200 (+HST) per month, based on their coaching session frequency and length.

## **Contact**

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