



Coaching

To most effectively lead others, an individual must master the art of self-leadership and self-determination.

Working with a Developmental Coach helps individuals understand who they are and what gives their life value. Coaching will help to establish one's life's purpose and allow one to pursue it with confidence, skill, and commitment. Individuals know where they are going and how you are going to get there!

The Process

This Developmental Coaching process is a structured, open-ended, and a pragmatic approach to personal and professional growth. The process is designed to help individuals develop the attitudes, skills, and qualities necessary for personal and organizational leadership.

Four Essential Elements

Attitude Development:

In order to create an environment of positive attitudes and possibility thinking, it is important for a leader to understand where and how attitudes are formed and how those attitudes can be developed.

Interpersonal Skills:

Much of what a leader is involved in, and therefore accomplishes, involves other people. To be effective in this continuous challenge, it is important to learn, understand, and use interpersonal skills effectively.

Goal Setting:

Leadership, among other things, is the process of providing organizational direction and accomplishing necessary objectives. The goal accomplishment model provides the tools and process necessary to achieve more goals, more often, in order to maximize results and outcomes.

Roadmap Development:

Identifying the gap between where one is and where they want to be initiates the process of constructing a plan. That in combination with attitude development, interpersonal skills, and goal setting allows individuals to set a sure path for success. Coaches' support and challenge clients as they navigate their plan.



Key Areas within the Aspire Advantage for the Coaching Process:

- The Role of Your Coach
- Gaining Influence
- Authority and Power
- Assessing Strengths
- Directing Change
- Behavior and Conditioning
- The Value of Mistakes
- Effective Goal Setting
- Embracing Change
- Courage
- Planning with a Purpose
- Delegation and Management
- Communication and Human Relations
- Decision Making and Problem Solving
- Motivation

Measurable Results:

- More Control of the Future
- Increased Revenue
- Increased Profitability
- More Personal Time and Freedom
- A Clear, Focused Direction
- Enhanced Leadership Ability
- Results-Oriented Attitudes
- Developing Your Team
- Creating a Vision
- Living Your Purpose

The Aspire Formula for Success:

$$\text{Ask} + \text{goals} = \text{PBC} \rightarrow \text{IR}$$

Attitudes
Skills
Knowledge

Positive Behavior Change
Improved Results

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