

## Executive Coaching

*Thrive Professionally and Personally with Executive Coach Jo Smith*

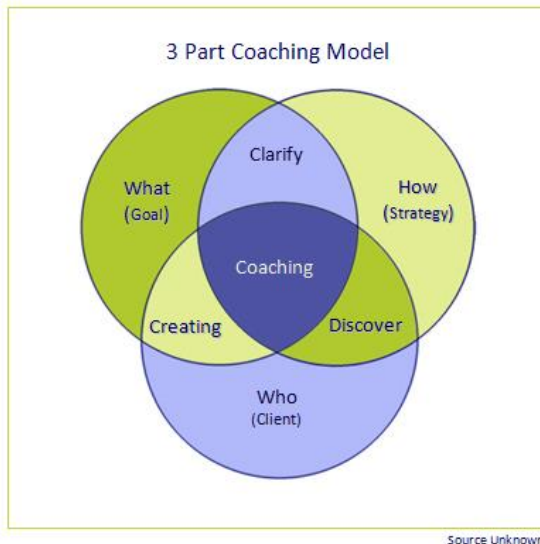
### Why Coaching?

- Coaching helps you focus on what's important, instead of what's urgent, so you can **achieve greater professional success and live a fuller, richer life.**
- Coaching inspires you to focus on what you do exceptionally well so you can do more of what you love and work in your **zone of brilliance.**
- Coaching helps you **lead and inspire others to achieve their potential.**
- Coaching provides a powerful way to overcome blocks and barriers, so you can **get from where you are to where you want to be.**
- Coaching helps you achieve **breakthrough success in your professional and personal life.**
- Coaching benefits you and your business by helping you **achieve your potential.**

### What is Coaching?

Coaching is a partnership between you and your coach, based on mutual trust and commitment, to help you achieve stretch goals, create the life you want to live and **thrive professionally and personally.**

Coaching is a valuable investment in yourself to help you **be more successful in all areas of your life.**



### What is the Coaching Model?

The coaching model is a process that begins with learning about you, your strengths and values. Then we work together to identify your goals, develop strategies, implement action planning, monitor results and make adjustments as **you achieve your goals.**

### How is Coaching Individualized?

Your individualized coaching will begin with the model above, but will quickly become as unique as you and your personal picture of success. We will identify your goals early in our coaching process and develop

strategies that leverage your personality, strengths and values. I will help you stay focused on your goals throughout our coaching, but each of our coaching meetings, will be *your* meeting, to **focus on what is of uppermost importance to you.**

### **What is the Role of the Coach?**

As your coach, **my role is to help you achieve the success you want.** We will work together to identify what you want to accomplish and to develop a plan with the strategies, goals, and action steps to achieve the results you want. It will be my job to provide insights, resources, and fieldwork, to support your commitments, and to monitor and adjust our progress. I will be **your advocate, guide, resource, challenger, supporter, and partner.**

An effective coach does not assume responsibility for the clients' own work or success. My goal is to help you **break through limitations and develop successful new beliefs and behaviors** to complement those you already have in place.

### **What is the Role of the Client?**

Clients who consistently achieve the best results **commit to our work together, are open to new ideas and follow through on agreed-upon action steps.** They trust the coaching process and our coaching relationship.

### **Why Jo Smith?**

I have a unique mix of leadership, management, coaching and marketing knowledge and experience with professionals and business owners. I have a deep respect for every individual's unique combination of talents, skills, desires, strengths and values and it gives me immeasurable satisfaction to help people recognize, value and utilize their Highest Talents™. **I help people achieve their full potential.**

### **What are my Clients Saying?**

*Jo Smith offers a rare combination of professionalism, insight, intellect and empathy that truly make her a "coach's coach." She takes the time to understand her clients, their particular aspirations, pressures and obstacles, customizing her approach to draw on their strengths and passions. I only wish I had enjoyed the benefit of her teachings earlier in my career.* Mark Long, Managing Partner, Schwabe Williamson & Wyatt.

*My experience with you [Jo] and the depth of your experience, your easygoing manner, remarkable insight, and thoughtful advice has been extremely valuable to me, to my organization and the people within it. My life is fuller [and] our business will have its very best year by a long margin.* David Leland, Managing Director, Leland Consulting

*No matter where I focused, Jo was there to offer insight, guidance and inspiration to go higher and achieve more. She helped me to see what was in my way, formulate a plan to move beyond it, and take steps toward building the life and practice that once seemed impossible.* Tamsen Leachman, Shareholder, Littler Mendelson.