

Leadership Source Designing Well-Formed Outcomes for 2012!





Source Point Training is a results-based training company comprised of master level facilitators and coaches with over 100 combined years of experience!



Kelly Mobeck,
Leadership Source Director

THE VALUE OF LEADERSHIP

Never before in our lifetime has the value of leadership been more important, whether it is doing more with less or thinking in a different plane, to “thrive” in today's environment of unsettledness and risk.



WHY LEADERSHIP COACHING TODAY?

PricewaterhouseCoopers and Association Resource Centre, Inc. Study:

- Companies engaging professional coaching reported a median ROI of 7 times their initial investment
- Individuals reported a median ROI of 3.44 times their investment
- 86% of all respondents reported at least a 100% ROI
- 80% reported positive change in self-esteem/self confidence
- 82.7% of individuals reported being “very satisfied”
- 96.2% said they would repeat the experience



American Management Association Study:

- Professional coaching is associated with higher performance
- Approx. ½ of US companies currently implement coaching programs for their employees
- 37% of those who currently don't, plan to do so in the near future



FOUR C'S TO LEADERSHIP SUCCESS!

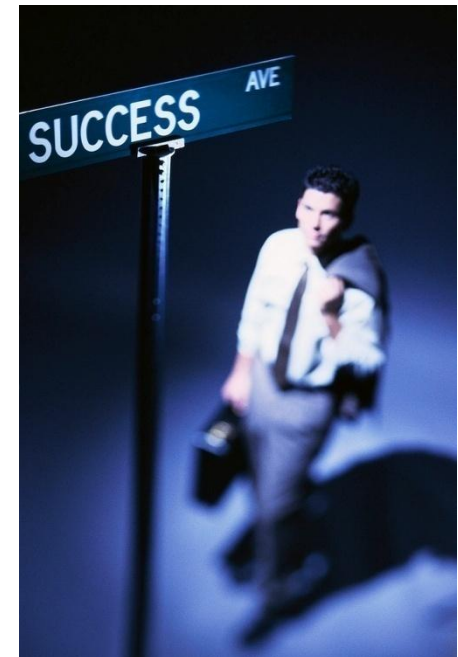


- Commitment*** - Actions
- Clarity** – Purpose & Vision
- Communicating*** – Accountability
- Collaboration*** – Use All Resources



DEVELOP WELL FORMED OUTCOMES

- **What Do You Want?**
- **When Do You Want It?**
- **What Will Having the Outcome Get You?**



IDENTIFY WHAT STOPS YOU?

EXPLANATION

WANTING IT TO BE PERFECT

PROCRASTINATION

CONFUSION

RESIGNATION



DOUBTFUL

WORRIED/HOPE

CYNIC

VICTIM

TRIER



GET CLEAR ON THE PURPOSE

- **Why do you personally want this?**
 - The impact professionally?
 - The impact personally?
- **How can you take the lead in what you want?**



IDENTIFY YOUR VISION AND VALUES

- **Where do you want to be in the next 3 years?**
 - Personal and professional
 - Family
 - Health
 - Finances
- **What values drive you?**
 - i.e. Integrity
 - Service – Contribution
 - Creativity



BE THE SOURCE

Take a stand for your
purpose and vision today!



SOURCE POINT TRAINING LEADERSHIP COACHES . . .

- Take a stand for clients and infinite possibilities
- Coach key leadership principles
- Always focus on well defined outcomes and committed action
- Ask the question - so what now what?
- Hold everyone as capable and resourceful
- Work with you for 10 weeks and two weekend sessions



COMMUNICATE ACCOUNTABLY

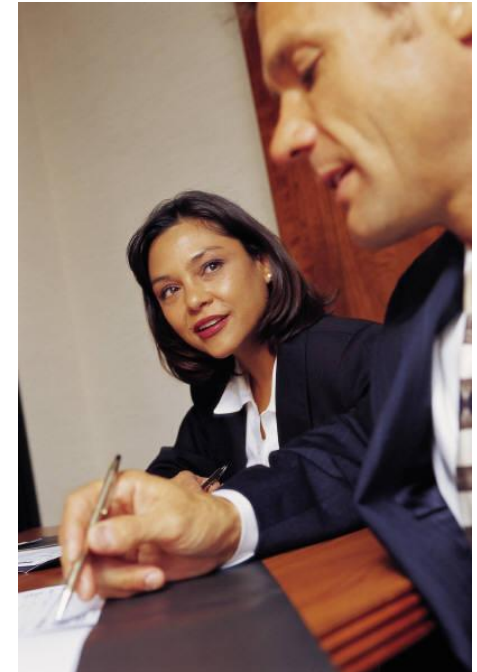
Accountability is the ability to account for your choices = ownership

Rocks are Hard and Water is Wet - be willing to acknowledge what is so



COMMUNICATION THAT DELIVERS

- Performative Communication generates results
- Make declarations and promises
- Make requests and agreements that will create alignment



COLLABORATION

- Creativity and Innovation
- Sharing ideas and resources
- Valuing diversity
- **Identify what resources you will need to achieve your goals**



WHAT PEOPLE SAY ABOUT THEIR LEADERSHIP COACHING EXPERIENCE!

“One of the powerful tools that I learned during the training weekend were the 3Ps. It's helped me keep meetings on track, and to get things done in the amount of time of the meeting.”

Kevin Carter

“Since attending Leadership Source, my relationship with my employees, with my husband, and with my children over the last 6 years has improved tremendously.”

Penny Polayes



WHERE WILL WE BE NEXT?

Weekend 1: January 13-14 (Fri/Sat)

Weekend 2: March 23-24 (Fri/Sat)

***San Diego, CA
Double Tree Hotel***



Tuition: \$1,995

Includes 2 training weekends

10 Weeks of one-on-one results-focused coaching

2 Content-rich Workbooks



Taking Committed ACTION!

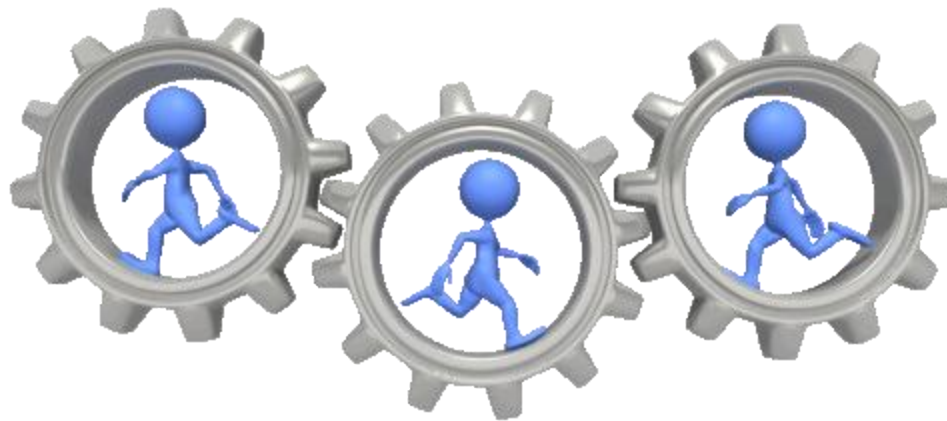


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TAKE ACTION TODAY!

**Register for Leadership Source at
www.SourcePointTraining.com**



Join ***My Source Point Community*** and
stay connected!

To connect with the **Leadership Source Team**

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