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# COACHING FOR RESULTS

## FROM GOOD TO GREAT

As we start the year again, many of us look at the goals or the vision we have for this year. Many look at the results from last year and increase that result by the standard 10% (where this figure came from I have no idea). I would ask you this year to look at this process in a different way.

Ask yourself these questions:

- What did I do *well* last year and what would it take to make it *great*?
- What did I do last year for my team and what would I do to make them great?
- What did I give or sow into my clients last year and what would I do to make them “feel” great?
- How did I personally grow last year and what do I need to do to improve on that and become great?
- How do I set myself apart from competition, so that my potential clients would look at my business as being great?

If you can answer these questions easily then you are well on your way for a “great” year. The trouble is that many of us become complacent with the results that we achieve as it is easier to repeat those behaviours than to **change** .

In today’s work environment people need to be adaptable and flexible in both thinking and behaviour to meet the challenges of constant change. We need to be able to move easily in and out of new teams, new circumstances and diverse environments. We need to create opportunities, maintain existing relationships and develop new networks with colleagues and clients. Consummate skills are required to optimally manage emotions to avoid burnout. We need to develop trust with their clients and their team.

Empathy and social skills are essential in recognising and anticipating needs and results in transformational leadership, collaboration and inspiring and building teams. Team members also need effective communication skills and to learn empowering strategies to enable them to succeed in their goals despite setbacks and obstacles.

If you need help with any of the above then you should consider;

## **NEW EQ COMPASS CLUB**

Commencing Wednesday the 11<sup>th</sup> February (9.00am – 11.30am) and continuing for eleven months of the year, a program for existing and potential leaders of business. The program will commence at 157 Park Road, Cheltenham and move to different business locations during the year.

### **Program outcomes:**

- Learning the elements of high performance leadership, based on Emotional Intelligence competence, to enable leaders to bring change and innovation to the workplace.
- learning methodologies to creating work characterised by a deeper sense of life purpose, work that lets people feel they are making a difference, being fully alive, living with integrity, developing sacredness in their relationships, and turning the organisation into a community where everyone can learn and grow
- Developing an inner wisdom that facilitates transformation in your organization

- Understanding how we think and behave under pressure and the implications for business development
- Identifying the imbalances in your life.
- Taking control of your life and business and becoming an inspirational leader.
- Building a network of business-minded people, and utilising the resources of the local community.
- Getting alongside other leaders who will support and encourage you in your business and life endeavours.

***Some important questions that we will address include....***

- ❑ What is organisational spirit? How important is it? How do I apply it?
- ❑ What is my personal vision? What is my business vision?
- ❑ What is my personal and business **PURPOSE?**
- ❑ What are my personal values, business values and guiding principles? Is there alignment? Do I really live them?
- ❑ Do I believe I am doing 'worthwhile work'?
- ❑ Do I help people believe they are in control of achieving the goal?
- ❑ Do I foster continuous encouragement and recognition to other people?  
How do I sustain continuous improvement?

**YOUR INVESTMENT** - \$2595.... PER PERSON PAYABLE IN ADVANCE  
(Inclusive GST ) which includes a half day one on one to establish your personal pathway.

Please confirm your registration now! Call me on 95855188, Mobile: 0412315913  
[Email:johnlock@connexus.net.au](mailto:johnlock@connexus.net.au)

**This year “EXPECT THE UNEXPECTED”**

**John Lockwood**

**Coaching For Results**

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