

REACH FAR™ – BE YOUR BEST

We all have goals we want to reach, challenges we're striving to overcome, ideas that need a road map and times when we feel stuck. Partnering with a professional coach can unlock your potential and **SET YOU ON A PATH** to be your best - thriving personally and professionally.

Representing only ICF Certified Coaches and accredited coaching programs, Focal Pointe is committed to setting high standards and helping you get the most out of your partnership with us.



What is Coaching?

Coaching is a partnership between client and coach which utilizes a guided, intentional thought-provoking and creative process that inspires you to maximize your personal and professional potential. Believing that you are the expert on your life and professional career, coaching is a client-driven process that's distinct from other professions, such as counseling, mentoring, consulting and training.

You are the expert on you, and your coach is the expert on helping you navigate towards where you want to go, utilizing your strengths and skills and helping you maximize your productivity. Coaching is about looking forward and partnering with you to get you where you want to go.

Why should I partner with a coach?

If you want to take advantage of an opportunity, overcome a challenge, feel "stuck" on the path to achieving your goals, or simply believe there is something more to discover in your personal or professional life, partnering with a professional coach could benefit you.

Common reasons for partnering with a coach include:

- Optimizing work performance
- Expanding career opportunities
- Increasing self-esteem/self-confidence
- Maximizing leadership potential
- Defining strengths and weaknesses
- Improving business management strategies
- Managing work/life balance
- Finding passion and fulfillment at work and in life

How do I get started?

Before you get started working with a coach, take time to reflect on your objectives for the coaching engagement. Being clear on your goals will help you determine the best program for you.

What are the different programs?

At Focal Pointe we offer 4 Coaching Programs to support your desire to REACH FAR™ and achieve your desired outcome. Professionally oriented, Focal Pointe is committed towards helping you reach your career goals, achieve your business objectives and maximize your leadership potential.

Coaching Programs

- FOCUS
- ACTION
- RESULTS
- STAYING THE COURSE



*Defining Your Vision...
Navigating Your Course*



COACHING PROGRAMS

FOCUS

Duration:
1-3 months

(6) 1-hour Coaching Sessions designed to build vision, focus and clarity around your goals and objectives, get you past your sticking points, and start you towards achieving your goals.

You are serious about defining your vision and moving forward, creating positive momentum, and getting on track professionally towards a new or existing goal.

This program is for you if:

- > You feel like you are spinning your wheels going through the motions and want that to change
- > You have a sense of where you want to be, but some obstacle or challenge keeps getting in your way
- > You are stuck professionally, your business or career is on hold, and you need a real breakthrough
- > You desire to create your future rather than wondering how you got where you are

ACTION

Duration:
3-6 months

(12) 1-hour Coaching Sessions dedicated to taking action towards achieving an important professional goal

You have a goal in your business that is critical but continues to get pushed to the back burner. You know that you need to get on in and take action, and for multiple reasons it just is not happening. Deep down, you know that with a little extra help, guidance, support and accountability you will be able to take the action necessary.

This program is for you if:

- > You are ready to take action and could use some additional support and motivation
- > The time has arrived to stop thinking and start doing
- > You are invested and committed to moving forward to make things happen
- > You value support to keep you on track, and help remove barriers along the way

RESULTS

Duration:
4-8 months

(18) 1-hour Coaching Sessions committed to achieving results

You have a vision, want to take action and are ready to achieve results. You are committed to making changes in yourself, your business and desire to have a greater impact on your career and those closest to you. You know that being bold, committed, focused and intentional is what you must do to achieve the results you are capable of for yourself, your work, and your life. It is time to simply make it happen.

This program is for you if:

- > You desire to achieve and experience your work and life from a new perspective
- > A more purposeful life and sense of work is calling you and you want to seize it
- > You are passionate about making changes to achieve results in all you do
- > You want to build the legacy you have only dreamed about

STAYING THE COURSE

Duration:
up to 12 months

(6) 45-minute Coaching Calls “punch card” responsive to the client’s immediate need

You have experienced coaching, completed one of the FAR programs, and you are on track. Occasionally, you want to check in with your coach, work towards a goal, overcome a block, or seek additional support and strategy towards a specific situation.

This program is for you if:

- > You have completed a coaching program and want to stay tapped in for the occasional need, support and accountability
- > You are on track towards achieving your goals and want coaching services for those speed bumps from time to time
- > While you would love a more routine, scheduled program, your schedule will not allow and a more random arrangement would be better than none
- > You are new to coaching and this seems like a good introduction

Recommended timing of each program is to hold regular coaching sessions, weekly or bi-monthly for consistency and optimal results. Coaching Sessions will be held in person, via phone, Skype or FaceTime to accommodate Client’s needs Specific Exercises, Reflective Work, and Material included will be adjusted and customized to meet needs of the Client



WHAT'S INCLUDED

	FOCUS	ACTION	RESULTS	STAYING THE COURSE
1-hour Coaching Sessions	6	12	18	
Priority EMAIL Support	✓	✓	✓	
Energy Leadership™ Assessment and Debrief	✓	✓	✓	
Vision and Values Exercises	✓	✓	✓	
Identifying Barriers & Blocks	✓	✓	✓	
Client-Specific Topics	✓	✓	✓	
Homework and Reflection	✓	✓	✓	
Client-Specific Resources Provided	✓	✓	✓	
Time Management Review		✓	✓	
SMART Action Plan Development		✓	✓	
SMART Action Plan Review		✓	✓	
SMART Action Plan Implementation			✓	
Business Strategy and Analysis			✓	
Option to include business partner or colleague in (1) of the 18 Coaching Sessions			✓	
Complimentary Enrollment at 1 Focal Pointe Program or Workshop			✓	
(3) 15-20 Minute Check-In Calls		✓		
(5) 15-20 Minute Check In Calls			✓	
(6) 45-minute Coaching Sessions				✓
Client Initiated Topics				✓



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Navigating Your Course*