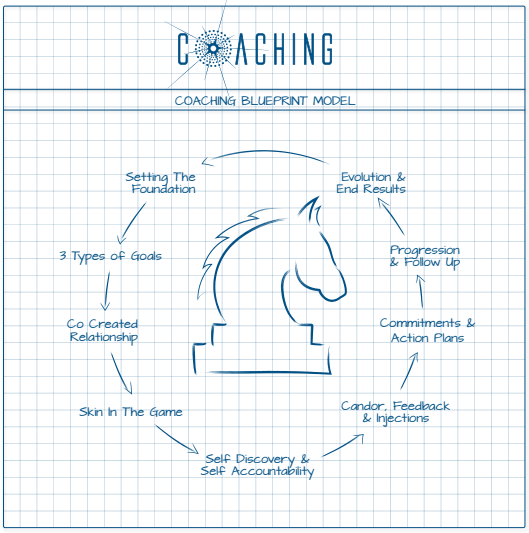
COACHING

Business Consultants That Help You Achieve Big Things



I had the pleasure of having Mark as an executive coach mentor whilst moving from an operational background into sales. Mark's depth of knowledge around processes, leadership and behavioural tools played a critical role during my transition. My own development has gone ahead in leaps and bounds simply from being exposed to Mark and I would highly recommend him to anyone seeking a sales and leadership oriented business coach.

Michael Stein, Executive General Manager APAC, Covermore

Mark Carter simply put is exceptional in his field. I've had the privilege of working with him to develop, train and coach my team in a variety of ways. Marks sessions will take you through a coaching journey you will not forget or regret. He has an ability, if not a gift, to boost a participants self-confidence and self-belief to a whole new level. I'd recommend him in a heartbeat!

Henry Vesander, Product Leader, Senior Manager, Digital Marketing & Mobile Applications

COACHING FOR INDIVIDUALS

COACHING AND MENTORING

The word 'coaching' has quite the history. It can be traced back to a Hungarian word 'kocsi' meaning 'carriage'. By the 1830s the term coaching began to circle, with professors at Oxford University seen to be working with students to 'carry' them through exams. More recently, of course, the term has become synonymous in the realms of sport and business strategy.

In both an individual and business sense, coaching or mentoring are powerful methods used to drive improvement and outcomes through accountability by the program in place. A greater level of awareness may be achieved swiftly which then encourages committed action and follow through by the individual.

Given the pace with which the world now operates, the need to keep up with change is constant, but this can sometimes seem like an insurmountable task to the busy individual or executive. It's times like these that a robust coaching framework really works its magic.

Whatever roadblocks you're facing on the way to achieving your goals, Mark Carter, along with his affiliated coaches, can help you overcome them. With years of experience working with individuals the team is well-equipped with the skills and knowledge to guide you towards success in all arenas of life.

Key benefits

- Performance goals, career progression and professional success
- Learning goals, overcoming challenges, identifying and stretching efficacy
- Fulfillment goals, increasing confidence, improving relationships and quality of life
- Executive and individual coaching and mentoring programs
- Coaching frequently includes access to an accredited behavioural science analysis
- Coaching packs vary from single through to bundled pack sessions
- An initial discussion and guidance to the potentially best program path and coach is complimentary

COACHING FOR BUSINESS

A FRAMEWORK AND TOOLKIT TO ENABLE LEADERS AS COACHES

A core skill for people leaders in business is the ability to toggle between hats: when to manage and when to coach. A core part of this program is establishing the significant difference between the two.

Whenever we roll programs out with our clients we believe it's important to arm people leaders with the capabilities to then coach for continued adoption. Behavioural change doesn't happen overnight. It takes skill to help individuals navigate the obstacles, challenges or habit changes to achieve a new level of success and consistency.

Our coaching methodology is a powerful stand-alone body of work thus empowering your business with those critical skills for continuance and consistency. The coaching model is continually adapted and updated relevant to changes in ever evolving markets.

Some of the tools and frameworks integrated into our coaching, executive coaching, and internal coaching programs, include:

- The **FLOWING** Coaching Conversation and it's 3 primary variations
- **EVOLVE** feedback – shifting perceptions to feedback as a gift
- **FAST** Development plans and continual individual learning pathways
- Skill Gap analysis mechanisms and demonstration of ROI
- Facilitation of learning, action plans and end results
- How to co-create a trust based coaching relationship with your people
- Establishing a strong coaching presence
- Effective communication – questioning skills, active listening and candour
- Social style awareness, identifying motivators and applying EQ (Emotional Intelligence)

"Mark's approach to coaching, mentoring and leadership development is one of candor, professionalism and at the same time highly practical. Mark's collaborative style is outcome- driven and the flexibility he shows in terms of content and delivery is second to none.
Nick Ognenovski, Groupon

Inspirational is the phrase that springs to mind. I've had the pleasure of knowing Mark for over a dozen years in a business capacity. In that time he has coached and mentored executives at all levels. I was impressed by Marks ability to adapt to cater for different personalities. His coaching has had a direct positive impact on sales as well as broader personal and professional development. His genuine regard for others and his passion is what distinguishes him from others.
Chiraag Bhojani, Senior Resourcing Specialist, McQuarrie Group

What a pleasure it is to work with Mark. I first met Mark through a business club and utilized Marks services for my own self development. After several months of consistent growth in my organization due to the work Mark had instilled in myself it came to me that If I get Mark coaching with the broader team it should pay even further. Well it did. And in a big way!"
Daniel Bykersma, Owner, Damoli Group