# ***Eliciting Executive Excellence*** ™

Being an executive can be challenging. Decisions can be tough, often needing to be made with insufficient information. Execution can be a challenge, compounded by resistance to change and weak engagement. And if that weren't enough, we all have blind spots. It doesn't matter how bright we are, how educated we are, or how experienced we are, we all have them. These blind spots can cause us to misdiagnose problems, overlook solutions, and miss opportunities.

Our discussions can help an executive read people and their behaviors. And these insights can help them communicate more effectively, have greater influence within the organization, and be better able to manage conflict.

***» The Strategic Benefits of Executive Coaching:***

- **STRONGER INTERPERSONAL SKILLS –** Effective interpersonal skills are the key to bringing out the best in people, which in turn, drives productivity and results. Strong interpersonal skills allow leaders to be more influential, get buy-in for their ideas, and avoid or resolve conflict.
- **SOUNDING BOARD –** Often, the evolution of a company is conceived during open discussions of ideas, but most executives don't have the right "sounding board". Every executive needs an objective, supportive confidant with whom to complain, vent, confide in, and talk things out.
- **UNBIASED, OUTSIDE PERSPECTIVE –** Outside perspective is essential as a catalyst for creative, game-changing strategic thought. Additionally, outside input is necessary in order to uncover blind spots and move past them.
- **ENHANCED STRATEGIC THINKING –** The best strategies will leverage strengths, minimize risk, and balance long-term with short-term needs and goals. Executives must carefully think through possibilities, assess and manage risk, and then develop strategies with the best potential. It requires an environment within which an executive's inklings, ideas, and concerns are brought to light, challenged, and expanded.
- **HIGHER PRODUCTIVITY –** Given the demands placed on executives, it is critical to improve productivity, efficiency, and effectiveness. Maintaining a high degree of mental acuity, managing stress and emotions, and carving out discretionary time to address the important before it becomes urgent is essential.

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