

Executive Coaching

Coaching — Breaking through to Maximum Potential

Price Associates' coaching staff is focused on helping our clients reach the goals they are striving for in their personal or professional lives. We believe our clients are naturally creative and resourceful. Our job is to help them discover solutions and strategies to achieve their goals—to reach their highest potential.

The Price Associates Model

Clarity is the focal point of the Price Associates model. The challenge in coaching is developing a clear picture in the three crucial coaching questions: Where are we? Where do we want to be? How are we going to get there (and know when we have arrived)?

Using scientifically proven assessments and active listening to develop talent profiles (based on the behavioral style, motivators and judgment patterns of the client), we more accurately determine "where" our client is and wants to be. Through identifying key results and developing a system for measuring progress, we establish clarity in direction, action and performance. This gives both the client and the coach a unique "job description" or roadmap for every coaching relationship.

Price Associates specializes in executive coaching, however, our expertise includes three coaching options.

- **Executive coaching** — providing one-on-one coaching to executives in areas they have identified as vital to their effectiveness or future performance
- **Personal coaching** — helping individuals discover and develop their potential for greatness
- **Performance coaching** — working with organizations and individuals to achieve specific performance objectives

Whether a client is looking for individual development or for achieving greater effectiveness and leadership in their role as a corporate executive, Price Associates coaches are prepared to help each client achieve the success they are pursuing.

The Process

While every coaching relationship is unique and every client begins with different goals in mind, Price Associates uses a proven system to guide the coaching relationship for maximum results.

The process is based on three key elements.

- **Talent assessment** — the talent reports give our coaches an in-depth understanding of the client's behavioral style, motivators and judgment patterns.

"I spent one year working with a Price Associates coach, and it helped me raise my game to a new level of effectiveness and respect. It was one of the best investments I have made in my career development."

— **Callie Novak, Vice President, Dynamite Marketing**

“Ron Price has been the perfect business coach for me. He has clear and valued insights into my company and my aspirations. I’m seeing a larger future and developing a plan for making it happen.”
– Ron Oltmanns, President/CEO, Leadskill Corp

– Clients develop a greater understanding of their talent potential, where their strengths lie and how to use them to the fullest.

– Coaches are able to determine the best way to support each client.

- **Strategy** — by establishing expected key results at the onset of the coaching relationship, we develop a clarity of purpose unique to each individual.

– Key results are tightly related to the talent assessment, focusing on key results that will align with the client’s strengths.

– A job benchmark is often developed, if job performance is a goal. This benchmark focuses on the characteristics of the job versus how the job has been performed in the past. This unique approach opens the door for greater achievement through a clear picture of the job potential.

- **Performance management** — through developing measurements to track progress, a laser-like focus is achieved which produces dynamic results.

– Initially, we develop a system to measure progress.

– On an ongoing-basis, we work with the client to assess progress, identify obstacles, create solutions and move forward until the key results, client goals, are realized.

In every phase, clarity of purpose and action results in our coaching clients putting their effort where it will achieve the most in pursuing their goals.

Powerful Results

Price Associates coaches are only satisfied when we have been able to see our clients discover their hidden talent potential, develop a clear purpose and reach the goals for which they are striving. When this happens our clients report:

- Job satisfaction
- Personal growth
- Increased confidence and energy
- Dramatically increased effectiveness and greater productivity
- Professional growth
- Greater contribution to their company’s purpose

A coaching relationship can help you break through bottlenecks, achieve your fullest potential and propel you to greatness. Our Price Associates coaches are ready to partner with you. Give us a call today.

Price Associates

208 442 0556

208 467 6004 fax

www.price-associates.com