From: Anna Raley
To: Anna Raley;
Subject: Leadership Strategies Newsletter Jan/Feb 2008
Date: Tuesday, April 08, 2008 9:59:16 PM

Leadership Strategies
The Facilitation Company

Leadership Strategies Newsletter

(800) 824-2850 * www.leadstrat.com** **Jan/Feb 2008**

In This Issue

This Issue's Special: Save 20% on The Effective Facilitator

To Coach or Not To Coach...But Is that The Question?: Kevin J. Fleming, Ph.D.

GIVE ME A FULCRUM: Kim Sawyer, Executive and Business Coach/Facilitator

Do High Performers Really Need a Coach? Leigh Ann Rodgers, M. Ed.

Coaching Success Story: Coaching with a Purpose

The PDI Difference

Spotlight: National Facilitator Database

Would You Like to Get Published?

Dear Anna,

COACHING!

Over the past several years we have had a number of clients request professionals who could provide one-on-one executive coaching services. Other clients have requested 360-assessments, team coaching, training in how to coach, and even coaching for their executives in implementing strategic plans we helped develop.

In response, over the past six months we have formed our Coaching Core Team (CCT) - a superb group of professionals who will provide the nucleus for our coaching services. We will be augmenting this group as we build our network of coaches. In this newsletter dedicated to coaching, three members of our CCT provide insights for you on coaching.

Dr. Kevin Fleming, Ph.D., takes a look into understanding natural laws of humanity, bringing us face to face with accountability. **Kim Sawyer**, M.S OD offers a brief overview of executive and business coaching as a business success tool. **Leigh Ann Rodgers**, M.Ed offers three fundamental reasons to consider being coached if you are a high performer.

Rounding out our coaching series, Leadership Strategies **Tierah Chorba** shares valuable coaching tips while recounting a recent coaching engagement with a Director of Strategic Communications in the Information Technology services field.

Here's to a remarkable 2008,

Michael

Thanks for Reading!

This Issue's Special: Save 20% on The Effective Facilitator

Start the New Year off right! Learn **The Secrets of Facilitation** firsthand! Save 20% when you and a friend register for the 4-day course by March 17, 2008. The class must start by April 28, 2008, and you must mention the Jan/Feb Newsletter to receive this special price.

Upcoming Classes

The Effective Facilitator
4-Day
Feb 4-7 Chicago
Feb 25-28 Atlanta
Mar 3-6 Dallas
Mar 10-13 Washington, DC
Mar 17-20 Atlanta

Streamlined 3-Day
Feb 11-13 Sydney
Feb 13-15 Toronto
Mar 31-Apr 2 Atlanta

Facilitation For Trainers
Feb 4-6 Atlanta

Strategic Planning
Feb 11-12 Atlanta

The Effective Consultant
Feb 19-21 Atlanta
Mar 17-19 Chicago

Advanced Facilitation
April 3-4 Atlanta

Certified Master Facilitator

-- Michael Wilkinson
Managing Director

Best Practice Tip for this Issue: The Alchemy of Success

In the face of any trouble, problem, or failure, always ask yourself, "how can I respond to this so as to learn, grow, and improve things in a way that leaves me and the situation better than if the difficulty never happened?

Learn more about coaching! Speak with a Client Relationship Manager today.

Register for *The Effective Facilitator* course, click here or for more details or call (800) 824- 2850.

- **To Coach or Not To Coach...But Is that The Question?: Kevin J. Fleming, Ph.D.**
  It has been said that any strength overused becomes a weakness, and that applies to even the ever-so-good techniques embedded inside the various helping orientations of coaching. It makes me think of some country and western song that talked about whether it could really be possible to have too much fun or too much money. Well, when it comes to executive coaching, doing too much of it or at least without having a realistic sense of the question prompting service, a coach or a client can end up...
  Click here to continue
- **GIVE ME A FULCRUM: Kim Sawyer, Executive and Business Coach / Facilitator**

Masterful Meetings
Apr 14-15 Atlanta

Buying Styles
Apr 21 Atlanta

Secrets to Facilitating Strategy for Governments & Non Profits
Jun 16-18 Washington DC

Facilitator Certification*
July 24-25 Atlanta

From Management to Leadership
Sep 8-10 Atlanta

*Prerequisite Required

To View the Entire Public Course Schedule, **click here**.

To Register for a Public Course, **click here**.

Learn about our online training courses:
For *Springboard Online!* **click here**.
For *DISC Self Study* **click here**.

Quick Links...

- **Leadership Strategies Home Page**
- **Complete Course Listing**
- **Purchase Our Products**
- **National Facilitator Database**

People are the key to the success of any enterprise. They are the lever by which every other asset is utilized and made valuable toward the success of the enterprise. Thus we speak of "leveraging the value of our human capital." And as no lever is complete without its fulcrum, coaching is the fulcrum of this capacity of people to optimally achieve their endeavors.

Archimedes is said to have declared, "Give me a fulcrum, and I'll...
Click here to continue

- **Do High Performers Really Need a Coach? Leigh Ann Rodgers, M.Ed.**

Some people think that hiring a business coach implies you lack something. Or worse, that you must be doing something wrong.

When Tiger Woods won his tenth major tournament do you think he decided he should stop being coached because he was such a stellar performer? Of course not, he recognizes the value in continuing to learn and improve - and it is paying off for him.

Many highly successful and ambitious business people seek out coaching because:
Click here to continue

- **Coaching Success Story: Coaching with a Purpose**

What comes to mind when you think of coaching?

Oftentimes coaching in the business world is an ongoing relationship where over time, transformation slowly takes place. It can also be administering guidance and perspective to clients in a time of need. Recently, Leadership Strategies Tierah C. led a one-on-one coaching session with a Director of Strategic Communications in the Information Technology services field. Tierah's client was charged with...
Click here to continue

- **The PDI Difference**

PDI stands for Practical/Dynamic/Interactive. It's what sets Leadership Strategies above the rest. The PDI Difference can be seen in every aspect of what we do.

Practical Methods that Produce Results: We use proven methods and techniques in both our training classes and our facilitated sessions. Each and every session is carefully planned and executed with precision to ensure consistent results that apply to real-life situations - and produce measurable results.

Dynamic Energy that Keeps You Engaged: Our facilitators operate on "Level 3" energy so participants are

engaged from beginning to end. No doodling in our sessions! We also use a wide variety of techniques to keep the interest high and be sure everyone contributes their best ideas.

Interactive - Proven Methods for Successful Integration and Application: In our facilitated sessions, our trained facilitators set people up in teams to enhance collaboration and ideas that work from every angle. In our training sessions, it's *"practice, practice, practice"* so participants learn by doing it themselves, by critiquing others in the class, and receiving immediate feedback from the instructor.

Learn more about The PDI Difference

- **Spotlight: National Facilitator Database**

  Are you looking for a facilitator for an upcoming session, and don't have a clue where to start? Or, maybe you're a facilitator with great skills and experience looking for clients. In either case, we can help. The National Facilitator Database does both. If you would like to speak with one of our Client Relationship Managers to learn more, call 800-824- 2850. NFDB.com is managed by *Leadership Strategies*.

  Visit the NFDB Website

- ***Would You Like to Get Published?***

  Do you have proven strategies on Facilitation, Leadership, IT/Consulting or Strategic Planning that you would like to share in an upcoming newsletter issue? We'd love to hear from you. Each article should be 750-1,000 words. Images must be provided in either a .jpg or .gif format. Include your contact information and a 30- to 60-word byline. Click here to email your articles to us.

- ***Thanks for Reading!***

  We hope you have enjoyed this newsletter and found it useful. Please forward it to any friends or colleagues who might be interested. If you have any feedback, or if you have a tip you'd like to share in a future issue, please email us.

:: newsletter@leadstrat.com
:: http://www.leadstrat.com
:: 800-824-2850