

VALIDATION  
AND  
COMPLIANCE  
TO TEAMS  
AND  
CUSTOMERS



PEOPLE DEALING WITH PEOPLE



CAL COACHINGANDLIFE CORPORATE TEAM COACHING SERVICES

COACHING A TOOL FOR YOUR  
ORGANIZATION GOING FORWARD

## INFORMATION

- **EMPLOYEES ENGAGEMENT**
- **WHAT WE WILL AGREE TO WORK ON**
- **TARGET WE WILL REACH**
- **GOALS WE WILL ACHIEVE**

**EMPLOYEES THAT ARE HAPPY IN REAL LIFE PERFORM BETTER  
ARE MORE CREATIVE AND HAVE CLARITY TO PROGRESS AND  
ACHIEVE GOALS**

### OVERVIEW

WITH **CORPORATE TEAM COACHING** FROM CAL-COACHINGANDLIFE:

YOU HAVE THE EXPERIENCE AND EXPERTISE OF CERTIFIED BUSINESS COACHING CONSULTANTS  
AT YOUR DISPOSAL.

IT'S A PROVEN **FACT THAT A TRAINED COACH CAN BE EXTREMELY EFFECTIVE IN  
ACCELERATING** A GROUP, TEAM, OR ORGANIZATION TO THE NEXT LEVEL OF SUCCESS.

A COACH IS TRAINED TO SEE AREAS FOR **IMPROVEMENT AND CAN LASER-IN ON THE SPECIFIC  
NEEDS OF YOUR TEAM TO PROVIDE** THE APPROPRIATE TOOLS, PRACTICES AND PRINCIPLES  
THAT WILL MAXIMIZE ENGAGEMENT, PERFORMANCE, AND CONSEQUENTLY RESULTS.

THESE ARE THE SAME TOOLS USED BY WORLD-RENOWNED BUSINESS LEADERS AND  
PROFESSIONALS AT THE TOP OF THEIR INDUSTRY.

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# CHAPTER I

## INTRODUCTION

### OVERVIEW

In any corporate environment, management sets the tone for how employees do their jobs, and that in turn reflects on the company.

As a result, it is imperative to ensure management is sending the right messages to the people they lead.

Enlist the professional expertise of CAL CoachingandLife.

Whether you are a national business or a multi-national corporation or conglomerate, your organization will greatly benefit from a corporate team coaching membership and program customized for the participants and desired results you wish to achieve.

Let the change begin!

# ABOUT US

## OUR COMPANY

**Coaching changes lives,**

With 40+ years of combined experience, our team of Coaching & Success experts will guide your teams into next-level results and outcomes! Taking your employees from “doing a job” to taking ownership and accountability with pride, empowerment and a high-level of engagement.

Excellence takes practice and we not only provide the skills, tools, and mindset to create high performance results, but we also require participants to apply the learnings in the workplace for real-time results.

We have a variety of coaching options from online to onsite and can customize both the content, services, and delivery options to best suit your company’s needs and goals.



### COMPANY PROSPECTIVE

**COACHING IS ABOUT ACHIEVING THE DESIRED OUTCOMES AND RESULTS IN THE MOST EFFICIENT AND EFFECTIVE MANNER POSSIBLE.**

**CAL KNOWS HOW VALUABLE YOUR TIME IS, SO OUR CUSTOM-DESIGNED APPROACH WILL MAXIMIZE THE RETURN ON YOUR INVESTMENT OF TIME AND EFFORT!**

**WHATEVER YOU FOCUS ON, IS WHAT YOU GET. OUR FOCUS IS THE ACHIEVEMENT OF YOUR COMPANY-SPECIFIC GOALS AND OBJECTIVES.**

# WE FIND YOUR TEAM



BERIT LADEFOGED  
CEO FOUNDER+ PCC



BRYAN DUNN  
PARTNER + PCC

# OUR SERVICES

We team up to support you in a multitude of ways. Our member receive maximum benefit for coaching tools used from different angles

A typical “lecture-style” training is not the most effective use of precious company time and money. People learn best through engaging interactions that challenge their thinking and keep them involved in the discussion.

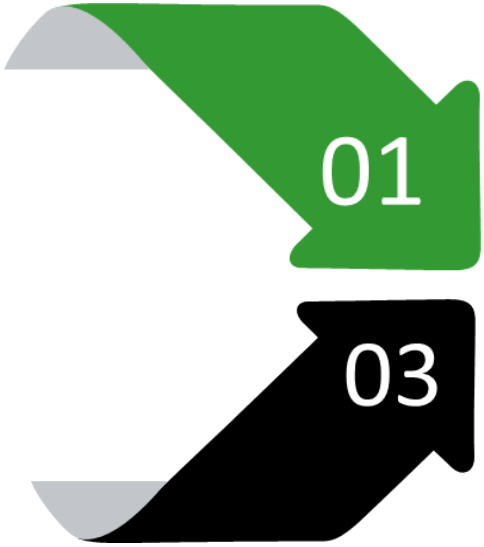
Whether it’s our online or onsite group coaching program, online mastermind group, 1:1 private session, or online training/Q+A forums, learning will be interactive, engaging, highly productive and effective for instituting positive change and up-leveling results. The return on your investment will leave your organization wishing you had started sooner!

## PRIVATE 1-0-1 COACHING

IN ADDITION TO GROUP COACHING, WE OFFER PRIVATE COACHING AS AN ADD-ON FOR EXCEL IN A 1:1 SETTING AND WISH TO FOCUS ON ONE OR MORE INDIVIDUAL GOALS

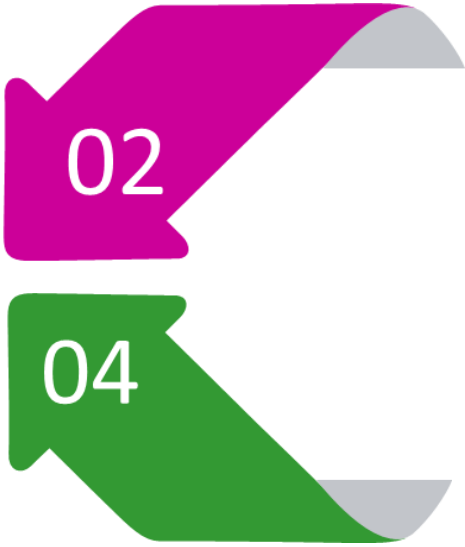
## KNOWLEDGE FORUMS

CERTIFIED LIFE COACHES LEAD KNOWLEDGE FORUMS TO TEACH TOPICS RELEVANT TO YOUR ORGANIZATIONAL NEEDS AND GOALS



## COACHING PROGRAMS

ONGOING COACHING PROGRAMS AVAILABLE TO MAXIMIZE THE LEARNING AND APPLICATION OF NEW TOOLS, PRACTICES AND PRINCIPLES



## MASTER- MIND GROUPS

MASTERMIND TEAMS ARE AVAILABLE FOR ONGOING SUPPORT AND GUIDANCE TO CONTINUE TO UP-LEVEL RESULTS

# PORTFOLIO

## PROPOSAL

### OVERVIEW – THE DYNAMIC

MANAGEMENT WANT TO SEE GOALS AND PERFORMANCE.

NO, MANAGEMENT WANT TO BE IN A POSITION OF EXPLAINING TO BOARD MEMBERS OR UPPER-LEVEL MANAGEMENT WHY SPECIFIC COMPANY GOALS OR OBJECTIVES WERE NOT ACHIEVED.

MISSING TO BRIDGE THE GAPS CAN BE -

**THE CAUSE?** LACK OF ANY 1 OR MORE OF THE FOLLOWING... EMPLOYEE ENGAGEMENT, TRANSPARENCY, ACCOUNTABILITY, LEADERSHIP, A CLEAR, UNIFIED VISION, AND ALIGNMENT BETWEEN INDIVIDUAL GOALS AND THOSE OF TEAM, DEPARTMENT, & ORGANIZATION, ETC...

**THE SOLUTION?** CAL COACHING AND LIFE TEAM OF EXPERTS, INCLUDING TRAINING METHODOLOGIES, TOOLS AND OTHER SUPPORT RESOURCES

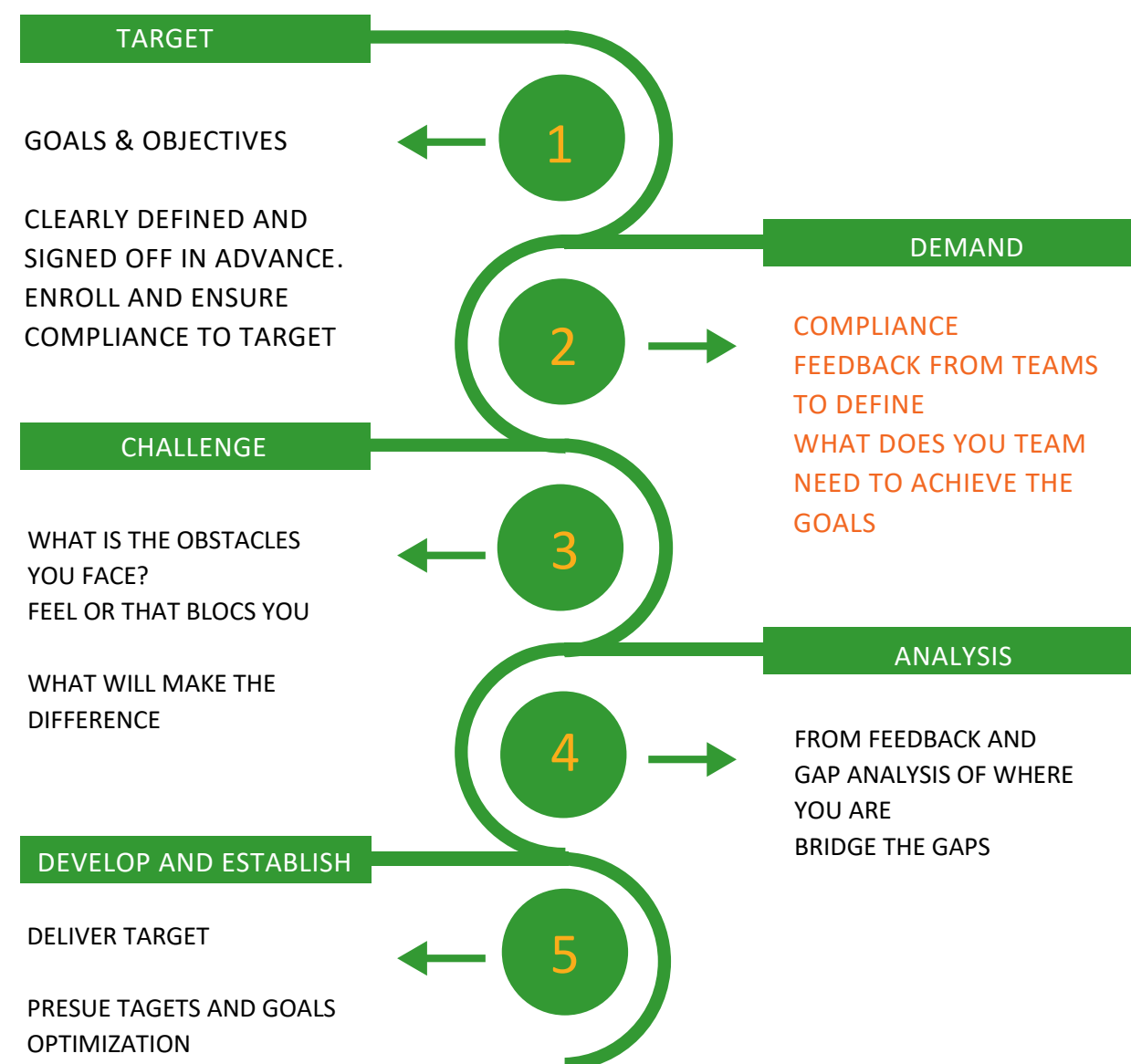
### COACHING & SUPPORT OPTIONS

- COACHING PROGRAMS – ONLINE OR ONSITE AT COMPANY
- MASTERMIND GROUPS
- ONLINE TRAINING/Q&A SESSIONS
- SESSIONS
- FACILITATED ONLINE KNOWLEDGE FORUMS

### CAL BUSINESS TOWER CENTER

### OUR PURPOSE IT TO BRIDGE THE GAPS

- ONLINE SERVICES AVAILABLE 24-7
- QUESTION/ANSWER SESSIONS
- KNOWLEDGE FORUMS
- ONLINE COACHING
- ON-PREMISE COACHING

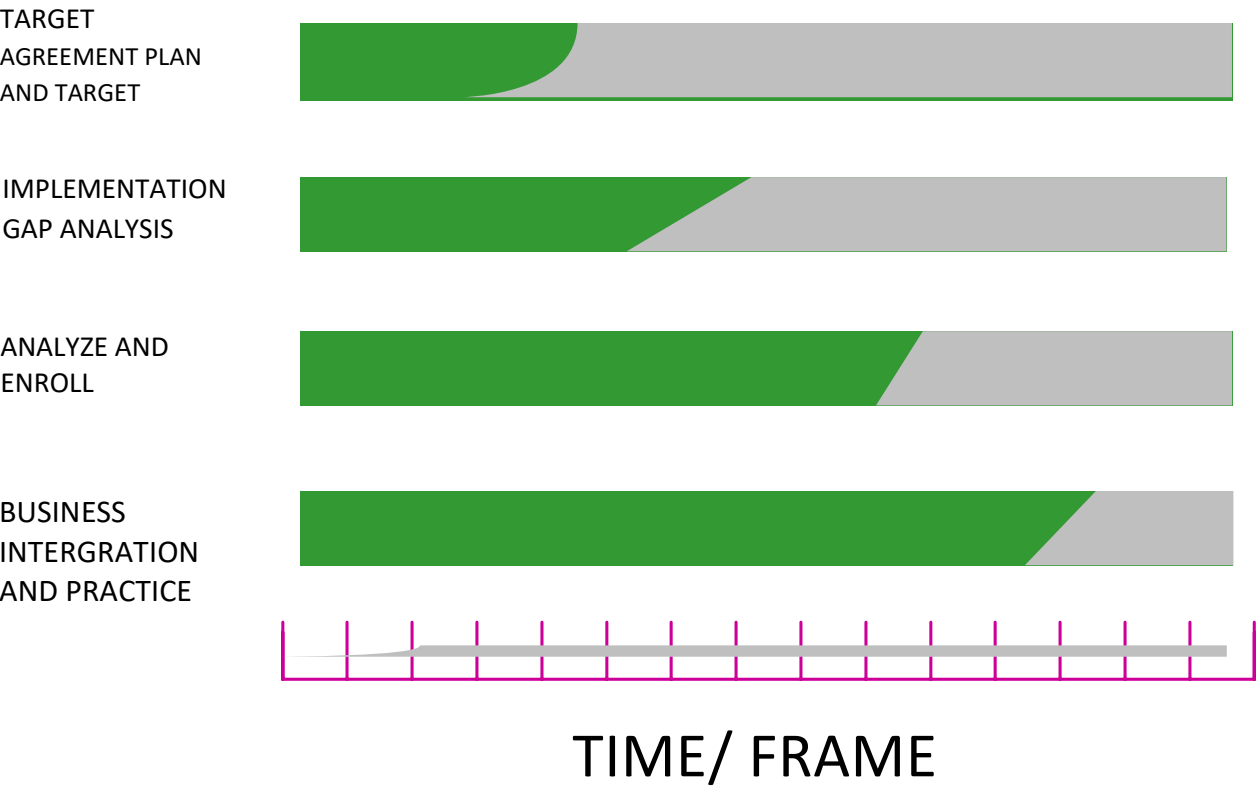


TIMELINE

INTRODUCTION

STRATEGY SESSION  
CHOICE OF LEAD COACH AND ON-BOARDING PROCESS, VIRTUAL/ LIVE  
SELECTION OF ONE OR MORE OPTIONS FOR ONGOING COACHING & SUPPORT

TIMELINE



COST

BUSINESS MODEL – THEN PLAN

PROGRAMS ADD USERS IN FOCUS. GAP ANALYSIS – GAB TOOLS – CLARIFICATION AND ALIGNMENT FOR FIRST STEP PLAN FOR BUSINESS INTERGRATION AND PRACTICE.

- WEEK 1 STRATEGY MEETING – SESSION FOR COMPLIANCE AND ALIGNMENT
- WEEK 2 ESTABLISH GROUPS AND FOUNDATION
- WEEL 3 ANALYSIS AND GAMEPLAN  
+ EVALUATIONS SESSION
- WEEK 4 VIRTUAL PRACTICE – SUPPORT GROUPS
- WEEKS CAL WILL WORK WITH TEAMS TO ACHIEVE AGREED GOALS AND OUTOME

COST BREAKDOWN

COMPANY BENEFITS  
PROGRAM ENSURES EACH MEMBER 1-0-1 AND SUPPORT GROUPS ENSURES THE TEAM IN ALIGNMENT FOR THE AGREED TASKS AND GOALS

INCLUDING	HOURS	COST
STRATEGY SESSION DAY	ON VARIABLE COST	
PROGRAM INCLUDES		
1-0-1 PR. PERSON		
ONLINE FORUM		
1 HOUR VIRTUAL SUPPORT GROUPS		

# ANALYSIS

## OVERVIEW

### TARGET THE SOLUTION

FEEDBACK: Survey and Questionnaires a software tool for insight and evidence in realtime

COACHING TOOL: Clairty Change Management and action plan to gain results and satisfaction

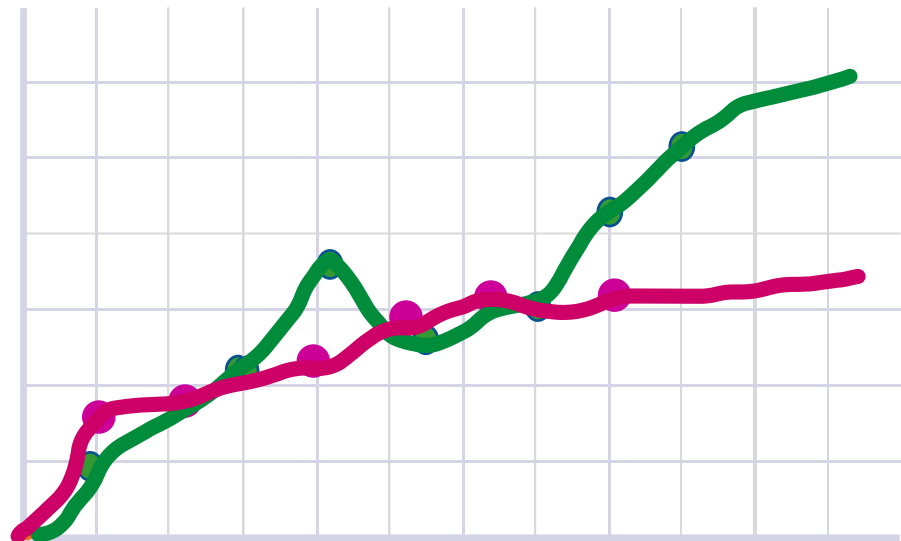
## ANALYTICAL CASE

YOU DELIVER – TASK – TOPIC.

ARRANGE AGREED TIME MEMBERS IN SCOPE.

ENSURE CLOSED AND CONFIDENTIALITY FOR INVOLVED EMPLOYEES

## PROGRESS CHART



80%

AVERAGE  
60% OF THE  
WORK FORCE  
DOES 80% OF  
THE WORK

GOAL  
IS 85-90% DO  
90-100%

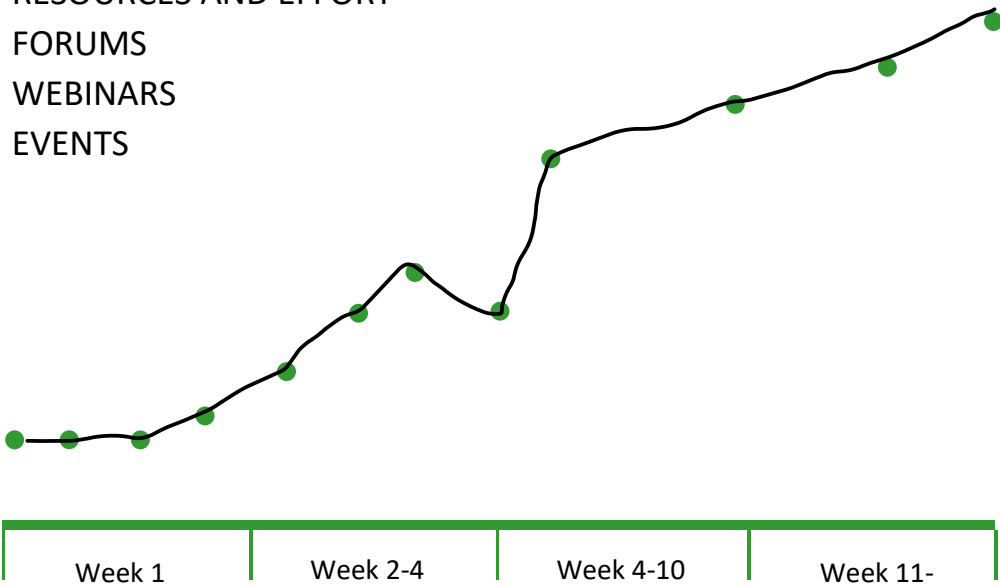
- EMPOWER, STRENGTHEN AND COMMIT TO TAKSK THROUGH COACHING AND SUPPORT GROUPS HAS HIGH IMPACT ON EMPLOYEES PERFORMANCE, LESS SICK DAYS, LESS CONFLICKS, LESS DOUBT
- PERFORMANCE LEVEL BEFORE START

# PROCUREMENT

## VALUE FOR MONEY – YOUR PEOPLE CHAIN

### VALUE FOR MONEY:

FEEDBACK TOOL TO GAIN INSIGHT AND EVIDENCE  
CLARITY – TRANSPARENCE  
RESOURCES AND EFFORT  
FORUMS  
WEBINARS  
EVENTS



COMPANY - VALUE BENEFIT

VIRTUAL TEAMS AND CUSTOMERS ENGAGEMENT

CONNECT AND ALIGN WITH EACH INDIVIDUAL –

# CHAPTER II

## STRATEGIES

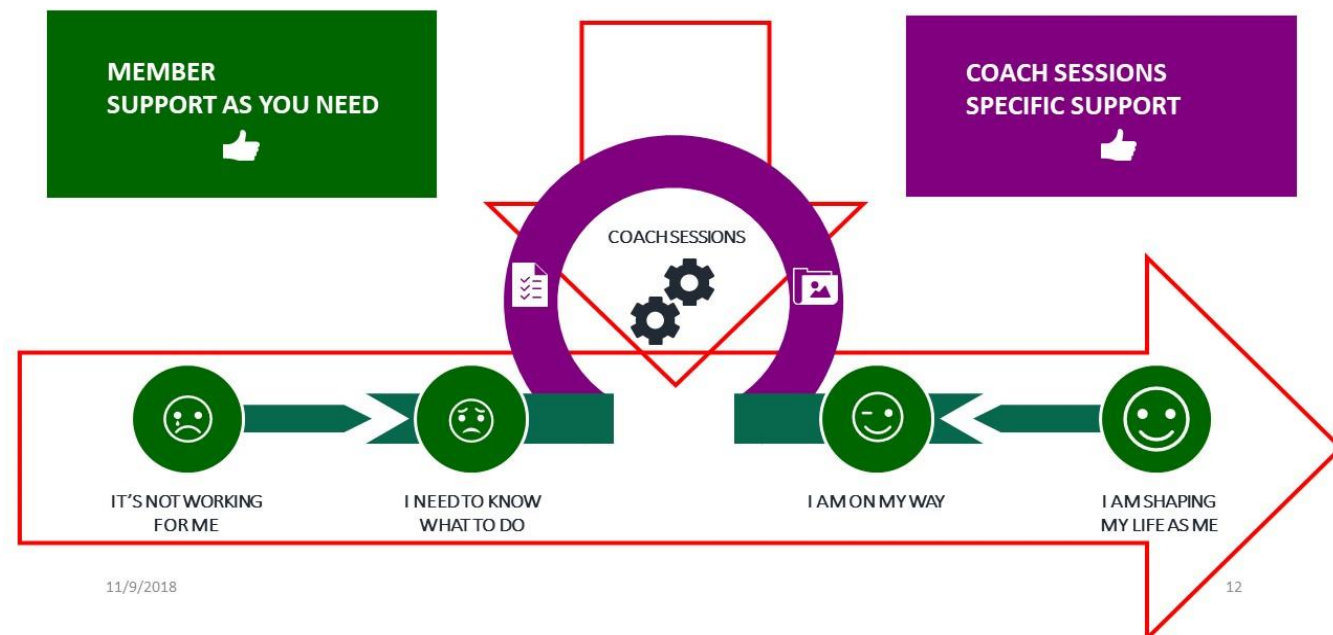
TEAM WORK AND 1-0-1

FEEDBACK TOOL – SURVEY – QUESTIONNAIRE IN REAL TIME

THE MIX OF:

**1-0-1**  
**TEAM MASTERMIND**  
**FORUMS**

MAXIMIZES CLARITY - SUPPORT AND GUIDANCE  
WHAT YOU FEEL UNCOMFORTABLE ASKING IS WHAT YOU  
CLARITY IN YOUR 1-0-1  
PRACTICE IN THE GROUP AND GAIN MORE



## BUSINESS PLAN

### OVERVIEW

TARGET AND GOALS

THE STRATEGY SESSION WILL:

- CONFIRM YOUR TARGET GOALS, OBJECTIVES, AND DELIVERABLES
- DEFINE YOUR STRATEGY & APPROACH
- DETAIL FREQUENCY AND DURATION OF SERVICE

### APPROACH OVERVIEW

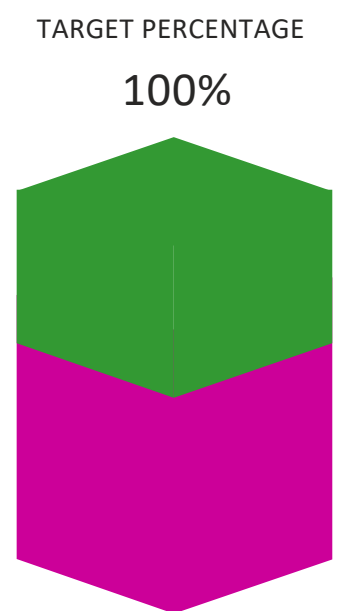
- EVALUATION OF TARGET
- DEFINE WORK-FLOWS, PROCESSES AND PROCEDURES
- ESTABLISH APPROPRIATE METHODOLOGIES
- GAIN COMMITMENT & ENGAGEMENT

### CAL COACH DELIVERABLES

- REPORT AND EVALUATION
- HAND-OVER STRATEGY TO MAINTAIN GROWTH & ONGOING DEVELOPMENT
- SUPPORT AND GUIDANCE PLAN

### TARGET 100%

KPI'S  
STRUCTURE AND SETTINGS  
UNDERSTANDING OF BUSINESS  
DRIVERS  
GOALS  
VALUES  
OUTCOME



# DECISION POINT

- OVERVIEW OF BENEFITS
  - REDUCE STRESS, OVERWHELM AND SICK DAYS.
  - INCREASE EMPLOYEE ENGAGEMENT, JOB SATISFACTION, AND PERFORMANCE
  - REACH/EXCEED TARGET GOALS AND OBJECTIVES AT INDIVIDUAL, TEAM, DEPARTMENT, DIVISION AND COPORATION LEVEL
  - ENHANCE COLLABORATION, DECISION-MAKING, AND LEADERSHIP SKILLS
  - IDENTIFY STRENGTHS, WEAKNESSES, OPPORTUNITIES AND THREATS TO EMPOWER EMPLOYESS TO TAKE ACTION.



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# RECOMMENDATION

INTRODUCTION

PERSONAL  
STRATEGY CALL  
+1 727 300 8443

OR YOU PERSONAL CALL WITH ANY COACH AT  
[WWW.COACHINGANDLIFE.COM](http://WWW.COACHINGANDLIFE.COM)

# TARGET

CONTACT

COACHINGANDLIFE

## CONSULTATION RESULTS

- CONFIRM YOUR TARGET GOALS, OBJECTIVES, AND DELIVERABLES
- DEFINE YOUR STRATEGY & APPROACH
- DETAIL FREQUENCY AND DURATION OF SERVICE
- COMMITMENT AT ALL LEVELS OF THE ORGANIZATION TO MAXIMIZE PARTICIPATION AND ADOPTION

