

BALANCE POINT GROUP

WORKBOOK INTRODUCTION

“Business coaching has gone from fad to fundamental. Leaders and organizations have come to understand how valuable it can be, and they’re adding ‘the ability to coach and develop others’ to the ever-growing list of skills they require in all their managers.”

Forbes Magazine

Coaching is an investment you make in yourself, your team and your organization. When executed properly, coaching can have a profound, positive impact on the way teams interact and perform, on revealing insights that can result in a market advantage, and on helping companies of all sizes realize greater prosperity. But coaching also requires an investment of your time and financial resources. At Balance Point Group, our goal is to help you maximize that investment, which is why we are so pleased to announce the publication of our leadership training program and workbook, “Coaching for Impact”.

In order to be truly effective, coaching cannot be a one-time event; it needs to become part of your job description. “Coaching for Impact” is a step-by-step guide filled with practical skills, tools, self-assessments and more, all designed to help you cultivate and maintain a coaching culture in your organization for the long term. Partnering with Master Coaches, you will explore and master a range of topics, processes and techniques, including:

- Identifying talent and creating coaching relationships
- Developing focused listening skills
- Learning how to reveal and leverage new perspectives
- Sharing and receiving truthful feedback
- Establishing and implementing an ongoing coaching commitment plan

“Coaching for Impact” has been created to support you at every stage of your coaching journey and beyond.