

# Coaching for Results™

Equipping leaders to have coaching conversations that drive results

A two-time award-winning program designed for managers at all levels to increase the quality and success of conversations with their teams, colleagues, and senior leaders.

Coaching is fast becoming a key leadership skill, particularly in this ever-evolving environment. As new behaviours and skills are required to meet new and often unpredictable demands in the marketplace, leaders who coach are better able to accelerate change, build resilient teams and drive success.

No other coaching program in the market tackles the three critical elements for mastering the coaching conversation all in one place - the mindset of a great coach, the fundamental skills to leverage, and an effective process that creates accountability. Coaching for Results™ has been taught to thousands of leaders around the world, helping to increase confidence and capability in having engaging conversations that get results.

## Participants will learn:

- The link between an organization's strategic priorities and coaching as a critical competency
- A mindset that focuses coaching on moving individuals, teams and organizations forward
- Fundamental coaching skills, including:
  - Asking discovery and probing questions
  - Listening at multiple levels
  - Giving effective feedback
  - Creating accountability
  - Acknowledging progress
- A practical 5-step framework that will increase the effectiveness of coaching conversations by:
  - Observing real-life examples of high-impact coaching
  - Applying the framework to a real-life coaching scenario

## This program includes:

- Four 2.5-hour interactive and collaborative modules delivered virtually
- Three one-on-one coaching sessions per participant with a professional, certified coach
- Complete resource workbook that includes quick access tools and coaching guides
- A self-assessment based on the mindset, skillset and deliberate coaching process
- Coaching Practice Labs

## Who will benefit

- Leaders at all levels
- Individuals who provide coaching to project teams

Coaching for Results™ is recognized by the International Coaching Federation for credits toward coach certification.

## Program Dates

June 15, 17, 24 & July 8, 2021

## Program Fees

\$1,950/participant

Register or request more information at:  
<https://www.kbrs.ca/coaching-resultstm>

or contact:

**Angela Mitton**

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## Facilitators:

**Michelle Fitzgerald**  
Senior Associate



Strategic, engaging and insightful, Michelle has built a solid reputation in organizational performance, coaching and leadership development. She brings a unique perspective from years of operational and consulting experience with organizations undergoing transformational change.

**Heather Peters**  
Senior Associate



An energetic and engaging facilitator, solutions-driven consultant, and insightful leadership coach, Heather has helped hundreds of leaders and professionals engage teams and maximize performance in Canada and beyond.