



PROSPECT COACHING

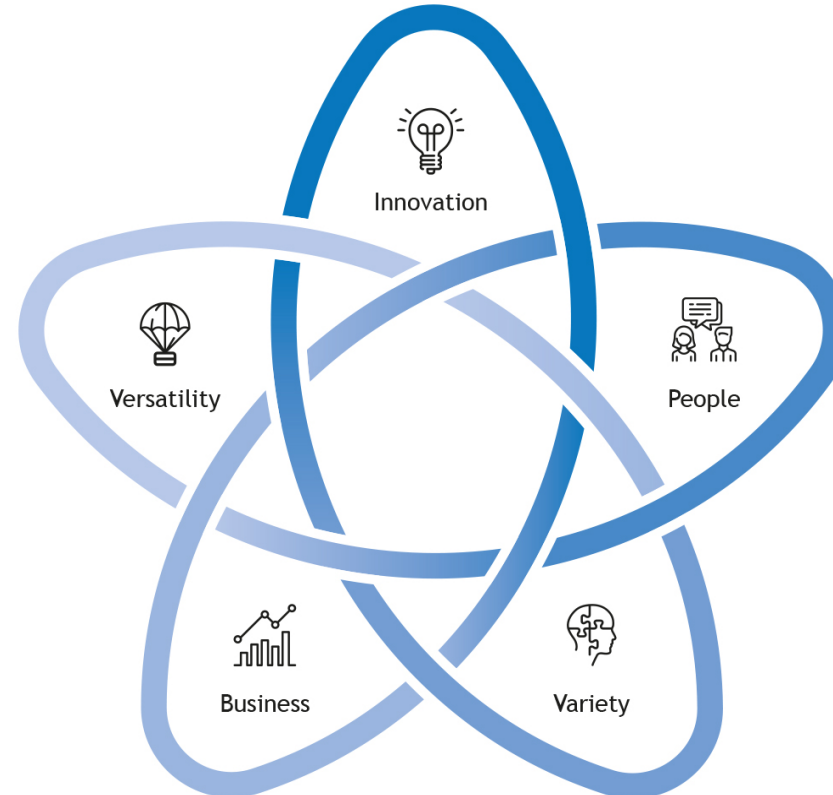
connect with your full potential

Innovation

Driven by the excitement of developing ideas and then onward into solutions, pushing creative & critical thinking boundaries to realise expansion & growth.

Versatility

Experienced at leading rapid-response programmes with small & large teams, and businesses, adapting swiftly to new challenges as they happen.



People

Greatly developed intuition & perception skills, adopting an approach of high support, empathy & challenge.

Business

High commercial focus, outstanding at strategic planning & goal setting stages in high growth and start-up environments, driving measurable business improvement.

Variety

Inspired by variety & diversity, motivated by the growth brought about by personal & business transformation & change.



Be forward thinking

Have a vision, believe in it then others will believe in you

Embrace change

It brings huge opportunities to stay relevant & exciting - think technology, artificial intelligence, bigger data

Celebrate traditional methods

Don't ignore that customers are people too. Analysts need the pavement treading experience – many things data can't cover and people are essentially unpredictable (especially over time) – just get smarter at how you use traditional method

Credibility, Integrity & Results Focused

- Belief
 - Yours about you
 - That your work is the best you can possibly offer
 - That you adding value to your business
 - That you're doing the right thing
- Constant Evolution
 - Future focused – use this approach to add real value
 - Be in the shoes of the customer of tomorrow not the one of today
 - Just like your businesses nothing stands still
- Commerciality
 - Know your business inside out
 - Where you fit & how to complement it **all**
 - Know where you're needed to add value (not just where you believe it)
 - Know the strategy and the the decision makers
 -and how to influence them
 - Know the location market & suppliers

Headlines

- Talent – surround yourself with it!
 - Home grow it
 - Buy it in
 - Manage poor performance
 - OAGAYWP
- Confidence & Challenge
 - know how to challenge assertively (but not aggressively)
 - Be **BOLD** – believe in yourself
- Speak in Logic
 - keep the science chat toned down, it confuses people, sometimes alienates them and they all believe they're experts anyway!
- Stay calm
 - Don't take things personally
- Leadership
 - Is about role-modelling
 - Being a leader is a mindset not a position
- Know your customers
 - Live their lives
 - Most of our customers aren't anything like us!
- Resilience
 - Accept that you can't win them all
 - Bounceback and learn from it
 - SMILE even when you don't feel like it 😊

Contact

web1: www.prospectcoaching.co.uk

web2: www.positiveparenting.coach

email1: steph@prospectcoaching.co.uk

email2: steph@positiveparenting.coach

Phone: 07985 379631

twitter: @stephdurbinwood & @posparenting

linkedin: steph-prospect-coaching

facebook1: prospectcoaching

facebook2: positiveparentingUK