

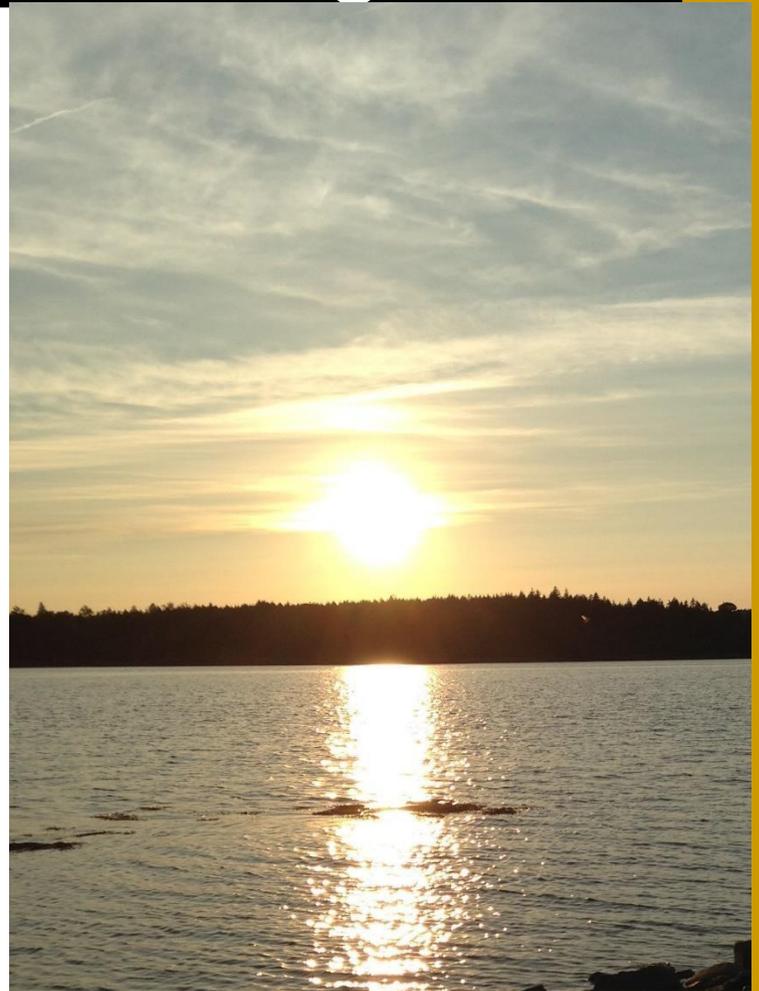


WALDEN WOODS LEADERSHIP
UNLEASH YOUR POTENTIAL

2019

Professional Coaching

**THE ONLY
PERSON YOU
SHOULD TRY TO
BE BETTER
THAN, IS THE
PERSON YOU
WERE
YESTERDAY**



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Professional Coaching

“I focus on the strength of the individual. This is the fundamental component that sets Walden Woods Leadership’s Coaching Program apart from others in the coaching industry.” - Phil Giordano



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UNLEASH YOUR POTENTIAL

As a client, we'll focus on your individual communication skills. I'll combine teachable tools with your current contextual reality. The goal is to help you achieve success and significance. We'll work together to increase your self-perception, vision, and leadership skills. You'll experience an increase in your ability to move your business forward to a higher level, while enhancing your personal growth.

Discovering Significance Coaching Program:

My Fundamental Beliefs as a coach:

The Quality of Your Life is Directly Proportional the Quality of Your Relationships. When business owners, leaders, and individuals deliberately build and maintain trust, life works on deeper levels.

Reality: ***Businesses Don't Move to New Levels – People Do.*** When you experience growth, your business and career will experience growth.

Details of Discovering Significance Coaching:

Coaching begins with searching for an answer to the question: ***“What do YOU want from a coaching relationship?”***

Your answer will dictate the foundation of the curriculum and conversation you and I will ***co-create*** to meet your needs and goals.

Typically, we are looking at a year-long commitment. (I have some clients that have been working with me for 3+ years.) However, if you feel that working together is not fulfilling your needs, you can stop at any time – no hassle, no penalties, no consequences. There is no contract to sign. There is only a handshake agreement.

Basic Coaching Structure:

Your coaching session is a 75-minute (plus or minus 15 minutes) phone call that is normally the same time - on the same day of the week. Your scheduled time slot is the 1st, 3rd, and 5th weeks of the month, which means that your sessions are never more than two weeks apart. We reschedule when the need arises, such as during vacations, holidays and other commitments. During the first 10 to 12 sessions, we'll create the foundation for the coaching program.

In addition to our regularly scheduled calls, you can call or e-mail at any time, as long as you don't abuse the privilege. I can guarantee there will be additional calls during the year based on the context of the issues you are dealing with in your business and personal life. You're not limited to the number of sessions, or how many times we talk. The same monthly retainer covers our time.

The Extras:

There may be times when I will suggest we use a formal assessment tool to enhance a working knowledge of your personality, strengths, leadership skills, etc. The fee for the actual assessment is additional, but the analysis is included in your monthly retainer.

My job as your coach:

My job is to meet you at your current level and help you move toward your needs and goals. We will work on 3 areas of development and incorporate 2 areas of focus.

3 Areas of Development:

Business or Career Development: helping you identify and use the best tools to advance your business toward stability and predictability. A measurement of success and achievement is used as a metric.

Personal Development: helping ensure that you remain comfortable and self-confident.

Organizational Development: managing your results through time.

2 Areas of Focus:

First, we'll work on the "**incompletes**" in your past that prevent you from moving forward. A "past in place" prohibits ease in moving into the future or even being present in the moment.

Second, we'll work on "**stuff**". Stuff tends to be highly valuable for using practical tools to get results with the challenges in your life. *Stuff is simply the situations you find yourself in, which having a confidant, or another objective viewpoint is helpful.* There will be agenda items you'll wish to discuss, and we'll take the time to address them.

Our discussions will be powerful because they'll center on a current situation(s). The guidance will be relevant and immediate, with action plans that provide value. The coaching implements feedback loops through our after-action review to see how the preparation compares with the actual experience.

There are multiple levels of benefit to our conversations. First, at a surface level, based on your individual experience and context, we'll deal with issues that are pressing. Second, we'll dig under the surface where there is a consistent conversation that works on your self-belief, confidence, love, joy, and peace. Most people feel a difference even though they may not recognize something is occurring.

Finally, there are the conversations themselves. Here, an even deeper level unfolds. **The conversation keeps you focused on openness, optimism, possibilities, and beliefs.** Everything gets a result, and the accountability, confidant, and conversation keeps a focus on the present moment of your vision.

My Job is to be a both a catalyst and a tuning fork. A catalyst makes things happen more rapidly. A tuning fork keeps you ringing true to yourself.

Investment:

You will have to contact me to find out the current monthly fee. I charge your credit card the first Friday of the month. It is the same fee if we end up talking nearly every week, twice a month, or only once a month. This arrangement provides you with the best value.

So, are you ready to move forward? If you have questions, or if you want to find out if coaching is right for you. Call 207-850-9072 or email phil@waldenwoodsleadership.com.

Warm Regards,

Phil

What Others are Saying

Phil has had a tremendous impact on my life and my career. His coaching ability to help others transform as leaders is unlike anything I have experienced. Through a value drive mindset, he empowers me and my peers to take the path of discovering our best self and acting that out in our daily life. There is value in every conversation.

– Sam Klemarczyk – Lead Trainer

I have worked with Phil for the past few years through our regular coaching sessions. I have seen an increase in my performance at work, a better relationship with family and friends, and have been able to work and structure my career while keeping what is important in clear focus. I have a great career with work/life balance, and I owe that to Phil.

Where do I begin? I have been coaching with Phil for almost two years now. I cannot say enough good things about him and his coaching techniques. His tools for communication and time management have made me more productive and a better leader. He's helped me find ways to utilize my strengths, not simply improve my weaknesses. He is always positive and has a unique ability of helping you conclude on your own by asking the right questions. I know for a fact that I would not be the doctor I am today without Phil's coaching. If you want to reach your full potential, he will help you get there! I recommend Phil to everyone regardless of profession or stage of life. His coaching is truly invaluable.

Dr. Rachel Fogarty

As my coach Phil has gotten me to explore my strengths and weakness, both business and personal. He encourages action which led to me changing a number of things in both my business and personal life to become a better leader and businessman. Ultimately a better person. I highly recommend Phil to anyone who wishes to "take it to the next level". He is a very knowledgeable, caring individual who presents the material in such a way that allows you to easily define who you are, and where you want to go. He introduces tools that make it intuitively easy to make changes necessary to get there.

Jim Seavey – President and Founder N&J Bottom Line Consultants.