

Are You Doing What Matters?



As the key person, or team, you are under constant pressure to make a difference, provide results, and improve the bottom-line. BalancePoint supports you, through coaching, to make a difference. You identify key issues, create appropriate strategies to move forward, and we help keep you on track and celebrate your results. No matter where you are in your life, who doesn't want more? With a professional coach, more results of everything: meaningful relationships, objectives achieved – are all yours for the taking.

BalancePoint's Coaching Methodology

BalancePoint utilized our own proven and exclusive methodology to ensure that you move forward to achieve tangible results as effectively, and efficiently, as possible.

There are 7 steps in the BalancePoint process and through them you increase awareness, create of an action plan and make it happen. At the start, you and your BalancePoint coach develop a coaching contract that clearly outlines what it is you want to achieve and how you will move forward.

1. StickingPoint

In your first session, you and your coach explore the issues that are preventing you from moving forward more quickly. If needed, we have a number of formal assessment instruments that can help you determine where to start.

2. StartingPoint

It is here you create an accurate, clear snapshot of the current situation. This provides an important inventory of the resources and issues that either help or hinder you in achieving your objectives.

3. DesirePoint

You create a simple, spelled-out picture of what it is you want to achieve and identify how your coach can help and what support you require.

4. PlanPoint

Your coach guides you through the process of developing your action plan that you (not your coach!) follow. A key measure of success for coaching is the degree to which you own your own plan and take responsibility for its outcomes. Your coach makes sure you have access to resources and ideas that are relevant to your objectives.

5. ActionPoint

ActionPoint is all about putting your plan into—you guessed it—action. Your coach helps you keep motivated, see the obvious (and beyond the obvious), asks the hard questions, challenges any assumptions you may have, and holds you accountable to your plan.

6. BalancePoint

Yippee! Congratulations! This is that wonderful part of the relationship where all of the hard work pays off and you achieve your goals with stunning success and tangible results.

7. FuturePoint

When you achieve your goal, your coach helps you reflect upon the lessons you have learned in order to fully comprehend where the journey has, is, and will continue to take you. We are committed to making sure the process is a learning one and that you now move forward with new skills and habits to embrace all that is important to you.

At BalancePoint we do not utilize a "one size fits all" approach nor do we try to 'fit' you into our mold. Every client is different, every team has diverse personalities and every issue needs to be addressed in its own way and as such every solution is customized. You, and your team, progress at the rate you need to and stage in each stage as long as is necessary and no longer.

Got Questions? We Have Answers!

What Is Coaching?

Coaching is a powerful, interactive process that rapidly produces results based on outcome you want such as: helping enhance your existing skills, improving performance and productivity, identifying barriers and finding ways to remove them, and providing clarity on your purpose.

How is Coaching Different from Consulting or Therapy?

Consulting and therapy both have important applications, but in these instances, the flow of information is from the so-called expert to the client? In coaching you develop and own both the process and the solution. The focus is on change, results, empowerment, values, and potential. BalancePoint coaches do not take on your problems or solve them for you, and they certainly are not going to "fix" you.

Who Hires A Coach?

Just as professional athletes and skilled musicians know the importance of having an outside expert point of view, top executives, leaders, teams and key employees know what a difference coaching makes? Over 40% of the CEOs from Fortune's top 500 already work with coaches? Results are measurable and proven at 5 to 8 times ROI.

How Long Does it Take?

BalancePoint never wants to get clients hooked or dependent on coaching? Our intention is to help provide the tools you need so that you go forward on your own? Each coaching relationship starts by identifying a problem and the coaching ends when the issue is resolved (generally 1 to 3 months working 1 hour a week, 4 sessions a month)? Clients progress through our proven methodology at the pace you need to.

What Gets Discussed?

Your BalancePoint coach's only agenda is your success. You choose the coach you are most comfortable with and you decide whether you want to work in person or over the phone? What is discussed is what you want to resolve, improve upon or go forward with. Your coach asks the questions (often the tough ones) to help you find your own answers and holds you accountable to the outcomes.

Are Your Coaches All Certified?

Absolutely? They are either Certified Executive Coaches (CEC) or hold a doctorate in psychology.

How Much Does it Cost?

Our individual coaching programs all include 4 sessions a month (one hour a week) with unlimited phone and email support for \$1200 a month? Our team/project programs depend on the size and scope are priced hourly/monthly/on retainer.

When Was the Last Time Your Development Was the Only Agenda Item?

Our work significantly impacts the levels of commitment, accountability, communication and energy in a positive way for organizations and the leaders within them. The success of our work is measured in lower employee turnover, greater profitability, reduced time to deliver on key corporate goals and initiatives, and helps to attract the best and brightest people.

We are so sure you and your organization will see an immediate and positive difference, we put our time where our mouth is...call us at (403) 668 0185 for a coaching session on us. It's one hour that could make a huge difference.

BalancePoint Coaching RESULTS:

- Get a clear picture of your current situation.
- Understand why you are not getting the results you desire.
- Develop a plan to deliver what matters most to you.
- Remove barriers
- Create business results that matter
- Strengthen decision making
- Increase productivity
- Improve financial performance
- Increase employee satisfaction and lower turnover

CONNECTING TO PURPOSE THROUGH GUIDED DISCOVERY

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