

Inspiring potential



www.inspiring-potential.co.uk



“MOTIVATING FOR OPTIMUM PERFORMANCE”

Our Mission -



**“TO INSPIRE AND MOTIVATE
COMPANIES AND INDIVIDUALS
TO ACHIEVE THEIR TRUE POTENTIAL”**

WHO ARE WE?

Inspiring Potential comprises a team of coaches and trainers who have all had frontline corporate experience prior to working in the personal development industry. They therefore have a clear understanding of the needs and issues facing the executives and employees that they work with. We all share a passion for helping teams and individuals to move beyond their current limitations. You will find updated information about our team on the Inspiring Potential website.

WHAT AREAS DO WE FOCUS ON?

We focus on the following areas:

- Organisational Change
- Executive Development
- Team Dynamics and Effectiveness
- Stress Management

WHAT DO WE BELIEVE?

“People’s performance does not measure up to the greatness that lies within them”

We believe that by enabling individuals to push out their self-imposed performance boundaries, they enrich their own lives and those around them. This basic principle can lead to a transformation of the working culture within a company whereby, costs relating to stress or absenteeism go down and productivity goes up. Understanding this concept is crucial for companies that are seeking to achieve sustainable improvements in their key performance indicators (e.g. Sales, Profits, Market Share, ROI).

In short, we believe that a happy workforce is a profitable workforce. Our range of Coaching and Training programmes is designed to challenge old ways of being and create change through new behaviours and expanded thinking.

WHAT SERVICES DO WE PROVIDE?

EXECUTIVE COACHING

Executive coaching is one of the most effective methods for helping executives to build self awareness and take more responsibility for their goals and direction.

Our **Inspiring-U** one-to-one coaching programme, provides a structured process for executives to get clarity on what they want to achieve and how to go about it. This programme incorporates a significant 'change' element where participants will often overcome limiting beliefs or fears which may have been holding them back for many years. Particular emphasis is also placed on helping individuals to develop emotional awareness or "emotional intelligence". The process is outlined below:



TRAINING

Training and development of people within an organization is an essential part of growing a business.

In many organizations people get promoted due to their functional expertise, but are never trained in managing and motivating people. Developing these soft skills is what can create the difference between mediocrity and excellence. It's the difference between being a subject-matter expert and a leader.

Our trainings and workshops are designed to:

- **Improve communication skills**
- **Understand different learning styles**
- **Help managers to 'coach' in the workplace**
- **Implement and respond to organizational change**
- **Transform people managers into leaders**

Most of our training courses are not 'off the shelf' but are uniquely tailored for the needs of the client. Please contact us to discuss your specific needs.

1 Self Awareness

We assist the coachee to develop an objective assessment of themselves at a particular time, which includes a deeper understanding of their values, beliefs and very importantly those limiting beliefs that are preventing them from achieving the success they want. Optionally, we can also offer the unique Intercept reporting tool which readily identifies the emotional or behavioural roadblocks to an individual's success.

2 Defining goals

We work with Executives to establish their personal goals in the context of their company's strategic vision and goals.

3 Developmental needs

Having developed an understanding of where the individual is at present and where they want to be in the future, we identify the challenges that need to be overcome to get there.

4 Change

Having identified the coachee's developmental needs, we use various techniques to accelerate change. Such change could include acquiring new skills and behaviours or letting go of fears and limiting beliefs. It is through this profoundly transformational work that clients really begin to realise their potential.

5 Action Plan

At this stage of the process, coachees will have raised their self awareness and emotional intelligence. They will also be getting used to operating with new empowering beliefs and behaviours. An Action Plan is developed to help integrate all of these learnings in the context of their professional and personal lives with a view to achieving short, medium and long term goals.

6 Consolidate learning

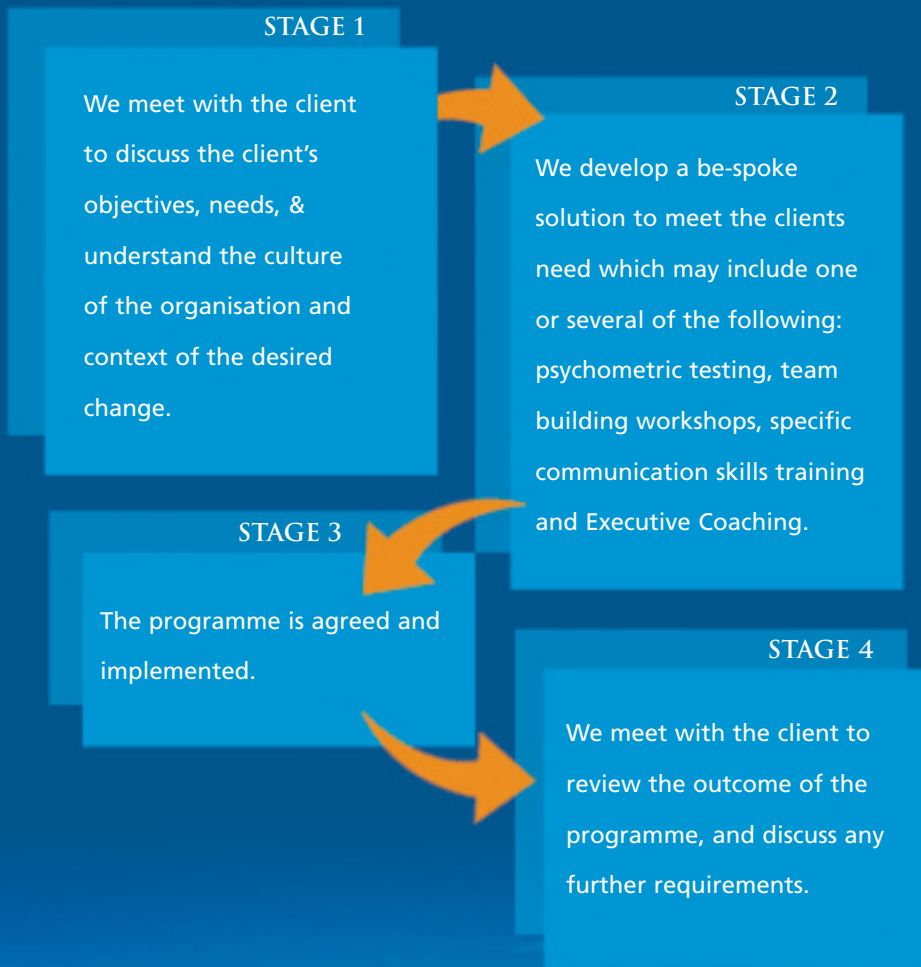
There is a follow up meeting to establish progress, learning and any further requirements.



Noel Clerkin & Marielena Sabatier
Co-Founders of Inspiring Potential

HOW DO WE GET STARTED?

We work with progressive companies who are serious about developing the untapped potential of their staff. We follow a 4-Stage approach (outlined below) which would begin with us having a discussion about your specific needs and objectives.



HOW TO CONTACT US?

Telephone: 0845 355 1159

Email: info@inspiring-potential.co.uk

For more information about our services please visit our website at:

www.inspiring-potential.co.uk