

Leadership Mindset Coaching

One of the most essential areas of leadership development is bringing the right mindset to each situation. Leaders are managing a fast-moving conveyor belt of complex scenarios demanding their attention. Effective leaders learn how to quickly assess each situation and give themselves the right instructions for success.



Sales Performance Support

Talent and Mindset

- Talent and Mindset work together to determine how you see and interpret each situation. Think of Mindset as instructions you give yourself to succeed and your Talent as your natural ability to do so.
- Your Top Talent Report from the Management Talent Assessment (MTA) helps connect your talent with leadership mindsets.

Benefits of the Right Mindset

- Understanding and using your top talents and having the right mindset puts you in better control of the situations you encounter, increasing your opportunities to succeed.

Coaching Overview

- Four coaching sessions
- Leadership Mindset courses
- Top Talent Report review

The Four Coaching Sessions

1. How Talent & Mindset work together.
2. Developing the Never-Give-Up and Action-Oriented Mindset.
3. Developing the People-First, Take-Charge, and Big Picture Mindset.
4. Taking Action and growing in your desired mindsets.

Investment

1 Service Unit or \$2,600

Five Important Mindsets:

1. The **NEVER-GIVE-UP** mindset of striving to reach your goals while holding yourself to high standards to do things the right way.
2. The **ACTION-ORIENTED** mindset of initiating forward movement and leading with energy.
3. The **PEOPLE-FIRST** mindset; hiring for talent and fit for excellence in the role, and setting employees up for success.
4. The **TAKE-CHARGE** mindset to mobilize a team and move them forward to accomplish what they never thought possible.
5. The **BIG PICTURE** mindset to make strong business decisions and avoid potential roadblocks.