

Transformative Leadership Coaching:

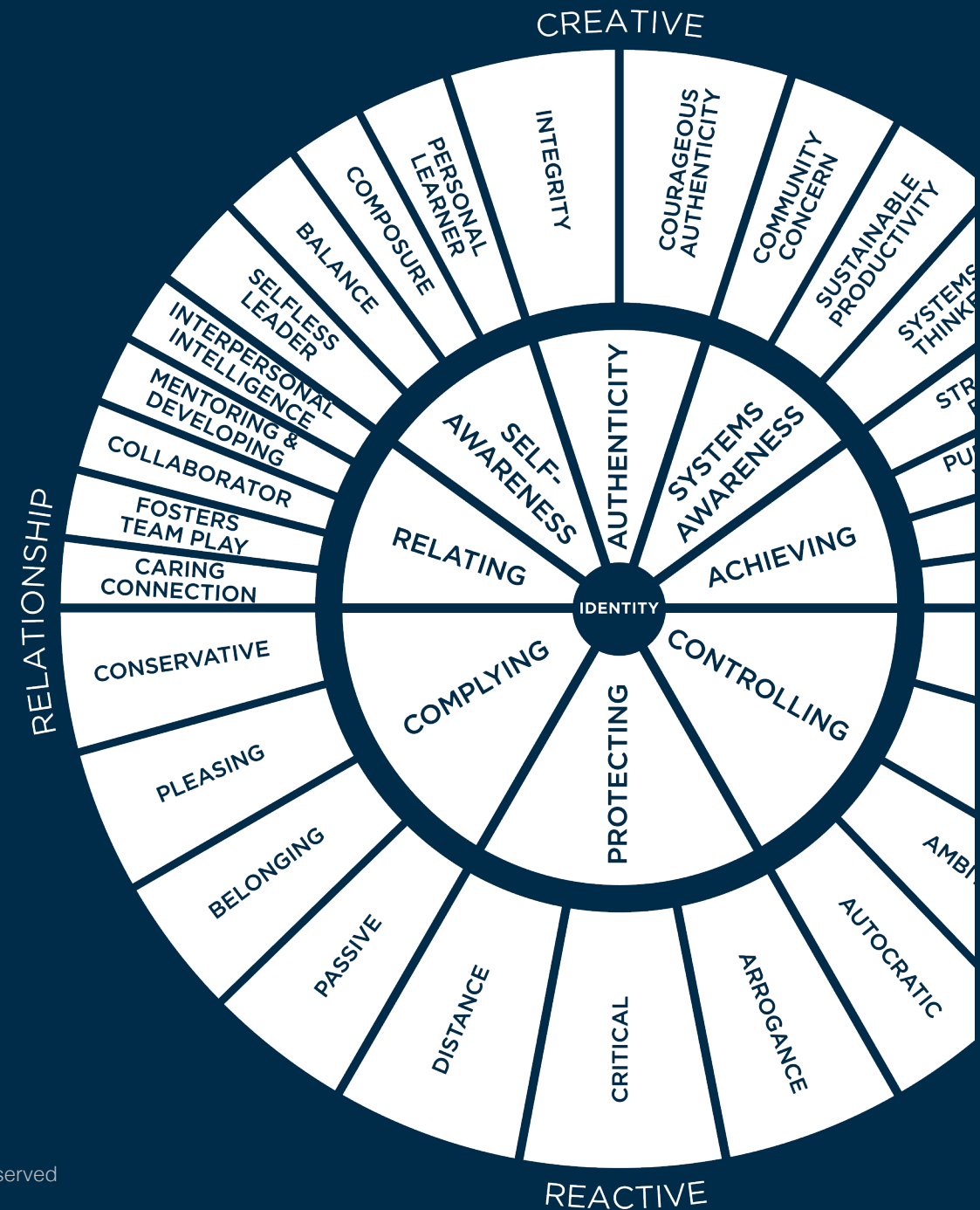
Unlocking the Strategies for Lasting Impact and Positive Change – SESSION 2

Stacie Torres, CPCC - InnerLead

Michael O'Connor – Vice President Global Community

December 2023

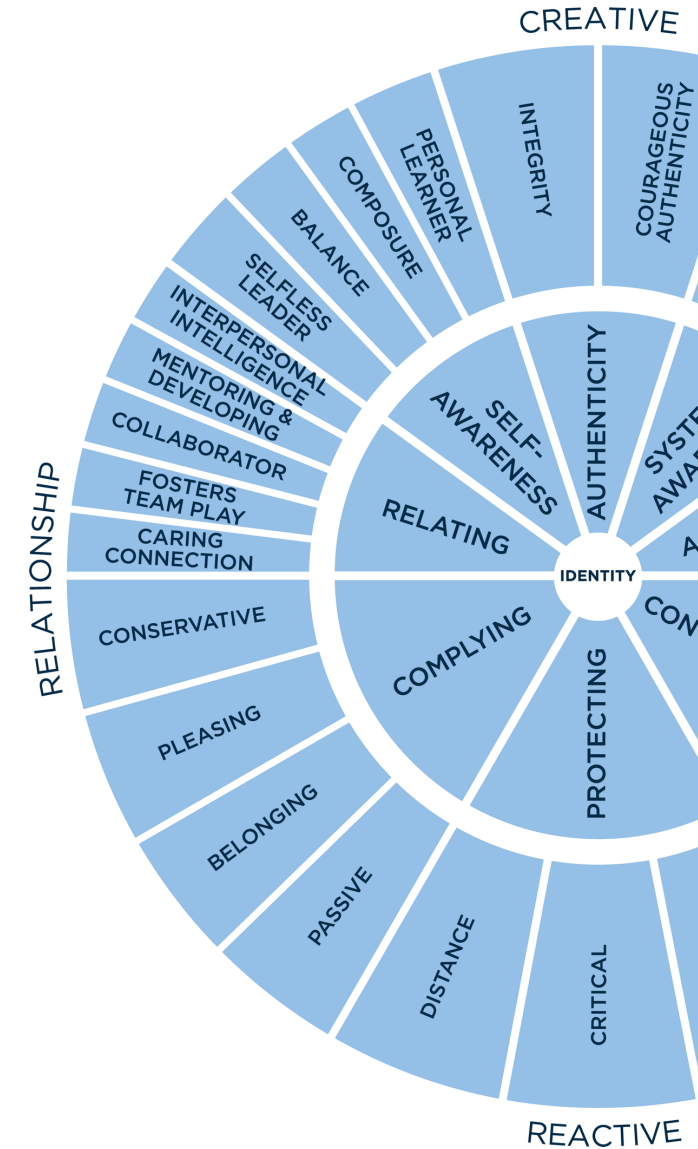
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In Summary:

Sales and Discovery:

- Discovery: Invest time to REALLY understand the client
- Be very clear on desired outcomes, and how this aligns to business strategies
- Bring business opportunities and challenges to every session
- Ask powerful questions (with no attachment to outcomes) before offering solutions
- Utilize resources available from Leadership Circle
- Create and agree on metrics for success
- Accountability and Commitment - Top down
- All participants – OBT, Key Take Away's, align to their business metrics. Peer Resource Support in every session
- Be Bold - they are good at running their business... You offer expertise in change management





Interview with Stacie Torres

The recording and the PPT deck are available on LCGo:

- [LeadershipCircle.com](https://www.leadershipcircle.com)
- Resources
- One time password: **Creative1TLC** (case sensitive)
- LC Go Fundamentals

For those watching the recording: Be sure to see specifics in the PPT Presenter Notes

What's Available to you Now!

- LCP (x 10, as example) + Group Report
- Group Orientation (*prior to one on one debrief*)
- Group Debrief *
- LCP Retakes (12-18 months later)
- Leadership Development Plans
- LC Mat
- *Mastering Leadership and Scaling Leadership* books (Bob Anderson & Bill Adams)

***Any Questions: Please contact
Customer Support at
Support@LeadershipCircle.com***

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Other Leadership Circle Offerings:

Interactive LCP – Recently Released!

Collective Leadership Assessment (CLA)

Group Effectiveness Assessment (GEA) and
Team Effectiveness Survey (TEA)

Leadership System (*2.0 Relaunch scheduled –
Spring 2024*)

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Pulse / LDP Certification – NEW!

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Upcoming Events

- December 7, 2023, 9–10 a.m. MDT: ***Set yourself up for 2024***– Learning to celebrate your growth and achievement, and learning to lean into what is/can be now

*Stay Tuned:
Our 2024
Global Events
Calendar will
be published
soon!*

Thank you for joining us!
Until next time.

