

# COACHING FOR HIGH PERFORMANCE



## ENGAGE YOUR EMPLOYEES. BUILD COMMITMENT. ACHIEVE RESULTS.

Learning coaching skills is the best way to dramatically increase the commitment level, and performance, of your employees and team members. This keynote starts your powerful coaching journey.

Combining first-hand examples from both the sport and corporate worlds with an innovative coaching framework, Coaching for High Performance provides a provocative taste and exploration of the possibilities of coaching. Audience members will become intrigued and stimulated by the potential impact of coaching in both their business and personal lives.

## OUR APPROACH

The audience is guided through Performance Coaching's coaching model with tangible examples of effective coaching strategies and outcomes. Participants learn:

### THE DISTINGUISHING CHARACTERISTICS OF A COACHING STYLE

Coaching is powerfully different from other management styles. Understand the importance, and value, of your role as a developer of people. And... learn the two other defining aspects of coaching.

### WHY COACHING? WHY NOW?

As a management style that emphasizes developing people, explore the relevance, fit and application of coaching in your particular organization – now. Insights discovered through the workshop create a compelling case for action.

### THE 'WHAT' OF COACHING

Good coaches address clarity, recognition or competence in each conversation they have with their people. Learn what this means, how to have this conversation—and what results can occur.

### THE 'HOW' OF COACHING

Learn how to successfully implement coaching from a practical, tools based standpoint. See how effective communications skills in consulting, teaching, mentoring, and in confronting situations, can help you ensure every interaction... is a coaching interaction—resulting in increased performance.

### KNOW YOURSELF

It starts with you. A coach's beliefs, and what they are experiencing, determine the context in which they coach. Knowledge and management of self is truly vital in effective coaching.

## ABOUT THE PRESENTERS



**PETER JENSEN** is the author of *The Inside Edge* and *Ignite The Third Factor*. A dynamic speaker with a Ph.D. in Sport Psychology, Peter has helped over 70 athletes win Olympic medals, attended 8 Olympics as a member of the Canadian Team, and is a longstanding instructor at Queen's School of Business.



**GARRY WATANABE** spent 5 years as a corporate lawyer before obtaining a Masters Degree in Sport Psychology and following his passion to coach elite swimmers in South California. Now, he works with one foot in the boardroom and one foot in the world of elite sport—as an instructor at Queen's School of Business, a speaker, a coach to Olympic coaches, and mental performance consultant to elite athletes.



PERFORMANCE  
COACHING

Toll Free 1-800-513-0945

[www.performancecoaching.ca](http://www.performancecoaching.ca)