

Candelaria Reyes Consulting helps improve organizational effectiveness through innovative training, consulting and business improvement services customized to meet the client's specific needs. We partner with business leaders to align people with strategy and enhance the quality of talent affecting an organization's ability to reach their objectives.

We focus on helping organizations fully realize the benefits of more effective talent that is engaged, productive, agile and aligned resulting in organizational readiness.

ADVANCED LEADERSHIP

PART THREE Performance Coaching

PART FOUR The Leader Who Serves

PART THREE: PERFORMANCE COACHING

Think about the great managers and great leaders that have influenced your life? Why did they leave such a memorable impression? What made them unique? Most of the great managers and leaders that have influenced our lives have the qualities of a great coach.

Leaders who utilize coaching skills have more effective teams, retain their key people, provide better service in their organizations, improve productivity and experience higher performance overall.

This skills-based workshop helps leaders become more coach-like by developing core coaching skills and applying new behaviors to help develop those they lead.

- Would you like to join other professionals to discuss what it means to be an effective coach?
- Would you like to learn about essential coaching skills that are leading employees to deeper engagement and driving strong business results?
- What can your business expect when you choose to invest in talent?

Participants start with an introduction to performance coaching skills followed by practical application and skills of incorporating coaching in day-to-day work.



“The topics discussed remind me how important it is to build trusting relationships with team members that both hold them accountable and empower them.”

VALUED OUTCOMES

- Use coaching to accelerate individual and team progress toward an organization's objectives.
- Understand and apply a four-step coaching process that results in clear agreements and initiates action.
- Identify when coaching is needed for helping others reach a higher level of performance.
- Help individuals achieve balance between their needs and the organization's objectives.

PART FOUR: THE LEADER WHO SERVES...a Path to Higher Performance

Good leaders spend time thinking about being good leaders...and how to be great leaders. They ask themselves: How do I provide effective leadership to a group of highly motivated, self-directed, super-smart people? How do I infuse the idea of accountability and ownership throughout the organization while not being seen as directive and authoritarian? How do I provide the support and care required by our values and culture while still making sure we have the framework and processes needed to delight our clients and scale appropriately for growth? What will future leadership take?

“This highly facilitated discussion allowed me to reconnect with concepts and issues leaders face and reflect how to encourage engagement within my team.”

Leadership is tied to a bigger purpose; a noble purpose and still with understanding the need for growth in any organization, double digit improvement in financial performance and integrity.

- Would you like to join with other professionals to discuss what it means to put others first and still be a leader?
- Would you like to learn about vigilant leadership traits that are leading employees to deeper engagement and driving strong business results?
- What can your business expect when your behaviors count? – not just good intentions.

After a brief introduction to **servant leadership**, we will explore potential applications to our leadership challenges.

VALUED OUTCOMES

- Expand your leadership competencies and learn how these are aligned with high performing organizations.
- Enjoy a rich dialogue with other committed professionals in the field of servant leadership development.
- Take practical tools and techniques back to the office to share with other colleagues on the field of Servant Leadership.

ABOUT THE OWNER

Diana Candelaria Reyes is an organizational development consultant with close to 20 years of experience in aligning people with organizational strategies to enhance an organization's ability to reach their objectives, equip future leaders and drive profitable growth using proven techniques in over 50 countries and multiple languages.