



Program Highlights:

The Sherpa process for executive coaching is internationally recognized and endorsed by nine major universities. Sherpa coaching clients work with a global network of coaches, all using the same process, with support and backup from the world's leading educators. The Sherpa process is about business behavior and performance, and produces permanent, positive results in 90 days. *Positive Skills + Positive Behavior = Positive Impact on Business (IOB) and Positive Impact on Relationships.*

Quick Summary Sherpa Process 6 Phases:

1. **Taking Stock:** Discover your "Why It Matters", the driver behind all that you do & it's impact on business.
2. **Global View:** External View => Client is given the opportunity to see themselves in relation to how others see them and respond (or react). Minimize weakness = Maximize strength
3. **Destination:** Path Selection. Choose 1 of 10 paths that is aligned with the most timely and relevant behavioral need that will have the biggest IOB: *Impact on Business.*

Relationship Route:

- Problem Solving
- Communication
- Listening
- Create Enthusiasm
- Non-productive Behavior

Organizational Route:

- Leadership
- Decision Making
- Time Management
- Image and Presence
- Personal Vision

4. **Charting the Course:** Climb your summit: skills and methods associated with path of choice.
5. **Agenda:** Define coach/client relationship moving forward.
6. **Summit: CELEBRATE!** Review learnings and AHA moments in the journal. Client has a back pack of new positive skills and behaviors to ignite a positive impact on business and relationships.