

**ACHIEVE YOUR VISION THIS YEAR**

**Industry specific coaching creates the foundation for effective plan execution; results that will lead to achieving your vision...**

Industry specific coaching is designed to create lasting change by applying universal principles and industry wisdom to your personal vision and talents. While Workshops help garner new ideas and create the foundation for new vision, you may not be experiencing the permanent change you desire. This is because learning often takes place in a collaborative environment rather than the impersonal classroom experience.

Whether you are creating a new business direction, building a new high-tech solutions practice, introducing service offerings, or interested in creating a more powerful approach to branding and business development, SVLC Interactive Coaching brings together knowledge, wisdom and understanding in a way that allows you to focus on the right things to help you move forward. It is specific to the high tech industry, working with best practices and proven models with a focus on channel sales and high tech solution providers .

**WHAT YOU WILL GET**

- Ongoing interactive collaboration**
- Industry specific expertise**
- Customized planning and strategy**
- Accountability**
- A partnership for success**

# ▶ Personal Coaching

**BENEFITS**

- Creative strategies to build your business**
- Application with accountability**
- Lasting changes that foster success**

**FEATURES**

- Customized planning and strategy sessions**
- Relevant input through weekly interaction**
- Interactive tools for tracking success**
- Unlimited email interaction between sessions**

## SVLC Learning Concepts

Whether our coaching relationship grows out of a seminar, a workshop, or a book you have recently read, the goal is to provide measurable impact to you as a team member.

- Start by understanding your personal mission and vision
- Develop and actions plan - specific intermediate steps to get you to your destination
- Begin achieving through collaboration with an industry specific coach
- Apply wisdom—actions that stem from the right context, the trends, the changes in today's market
- Apply knowledge— relevant information provided in usable bites, that can be applied to your specific situation
- Be accountable to a neutral party-someone who will provide honest and helpful feedback

## ▶ How does it work?

### ▶ THE POWER OF COACHING

**What is Coaching?** Have you recently attended a workshop or seminar where you heard an industry expert deliver great ideas, new strategies, or a new way of approaching your business? You probably took lots of notes and tried to memorize helpful steps of action. Unfortunately, when you returned to the office the following week you may have found, like many of us, that applying these ideas is not easy. It is difficult to retain even 20% of what was said. The idea of personal coaching is not new, it has been used for thousands of years to provide individual atten-

tion or mentoring. In a coaching process you take these valuable ideas in smaller more specific bites, applying them to your specific situation. While books and seminars provide vision and create excitement for change, coaching provides individualized attention to guide you through the changes you are trying to make. Coaching allows you to adopt new disciplines and methods, asking questions as you encounter hurdles, and developing habits into a lifestyle. In the end, everything is customized to your needs creating a life changing experience.



### ▶ INTERACTIVE AND SPECIFIC

**Coaching is personalized, focused, interactive, and confidential.** Our coaching model is industry specific. Unlike many coaching offerings, SVLC came out of the high-tech industry and continues to focus on building high-tech business strategies. It is personalized to help you meet the specific, relevant goals of your personal and professional life. It focuses on emerging technology solutions and meeting the IT needs of your customers; it is interactive allowing us to collaborate, create strategies, and use interactive tools to track your progress toward your personal goals;



and it is confidential, providing a safe place for you to explore new opportunities, apply new principles and habits, and create new solutions. Personal interactive coaching is meant to help you build non-optional principles into your daily routines, empowering you to achieve your vision. Through regular meetings you will be challenged to set goals that lead to success in the high-tech market, learning new ways to approach customers, build value into your relationships, and become customer-centric in your approach to business.



### ▶ REALIZING THE ROI

**Coaching offers a high-impact solution with a strong return on your investment.** Your time is valuable and finding an efficient way to integrate current strategies with new ideas is critical to your success. Personal coaching offers what books and seminars can't offer; a forum for learning, accountability, and motivation combined into a focused interactive session. Recent studies have shown that coaching helps reduce overtime while contributing to higher customer satisfaction, productivity, quality, and efficiency. Unlike seminars, no travel is required, sessions are conducted by a convenient phone call, and there are not extra expenses such as meals, lodging, or transportation. With over 20 years of working through the coaching process, recipients are receiving lasting



answers to issues they are facing in business as well as in their personal life. SVLC bases its approach on universal holistic principles that deliver real answers. Through this process we are able to customize each meeting, eliminating the time other approaches take to address a general audience. By doing this, you get results in the areas you are looking to grow in less time and in a more efficient manner.

