

Fifteen Point Coaching Program

1. Review clarity of vision
 - a. Customer segments
 - b. 1-3 year company positions
 - c. Subsequent hires
2. Review Financials
 - a. Profit and Loss
 - b. Cash Flow
 - c. Accounting Practices¹
3. Emotional Intelligence
4. Review Direct Reports
 - a. Rate each player
 - b. Review compensation/promotion policy
5. Review Hiring Processes
6. Review Sales and Marketing
7. Create Growth Plan
8. Review use of technology
9. Review Meetings Practices
10. Review Supervision Training
 - a. Three signs
 - b. Performance
11. Review Customer Service (touch-point analysis)
12. Outreach, marketing, networking
13. Evaluate and review risk
14. Plans for personal and professional growth
15. Exit Plans

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