



## WHAT IS EXECUTIVE COACHING?

Executive coaching is an ongoing collaborative relationship that helps individuals live out the personal and professional life they have always wanted. Coaching helps individuals master the leadership and communication behaviors that lead to exceptional performance and profitability.

## WHAT ARE THE BENEFITS OF WORKING WITH AN EXECUTIVE COACH?

Leaders today must reach beyond conventional thinking and discover collaborative thinking. Coaching helps you create better personal and organizational alignment and clarity. But, the single greatest benefit of coaching is that you have an impartial and collaborative partner who only wants what will help you get what you really want.

An executive coach is many things, but at the core he or she is a COACH:

- **Confidant** (Is a safe harbor to say things out loud to and is trustworthy)
- **Outcome Focused** (Continually moving you toward your desired outcome)
- **Asks Clarifying Questions** (Questions that separate symptoms from real issues)
- **Collaborates with You** (Is a partner in helping you achieve real solutions)
- **Helps Equip you for Success** (Exposes you to life-changing principles & resources)

## HOW DOES IT WORK?

Executive coaching, at its core, is a collaboration relationship built around desired results. Results are achieved through highly collaborative one-on-one coaching sessions, via telephone. No need to bother traveling to one more meeting. Regularly scheduled sessions take place 3-4 times per month so that we can intentionally carve out time to “work on” the areas of focus. In addition, all coaching clients get unlimited “just in time” coaching, for those times you have to call “timeout” in the game of life.

## DO I NEED AN EXECUTIVE COACH?

The truth is... If you could get to the next level by yourself, you'd already be there! You will never get to the peak level of performance by yourself. We all need someone to push, pull and remind us of what we really want and even already know but don't apply. Most people aren't aware of the impact of their own behavior. An Executive Coach is honest enough to tell you what others won't. A Coach's only role is to help you find more success! If you are that rare person who wants to be a better leader and communicator with those around you then the only honest answer is... YES!

## IS COACHING THE SAME AS CONSULTING?

While they often compliment each other, consulting usually focuses on the *what* of a situation: "What's the problem?" "What should we do?" Coaching concerns itself with the *who* perspective: "Who are you as a leader and how do your unique skills and talents produce the best outcomes for you and your company?" In addition, while consultants often give finite answers, coaches ask discovering questions.

## WHY SEAN OLIVER INC?

Sean Oliver draws from over 17 years of leadership development experience and has a very inquisitive nature to draw out and clarify the brilliance that his clients possess. The truth is that there are a lot of people that call themselves a Leadership Coach, but don't have the formal training and experience to deliver. Sean trained at Corporate Coach U International, a pioneer in the coaching industry, and one of the first coach training institutions to be recognized by the International Coaching Federation. Sean Oliver is a member of the ICF and also a Certified Trainer for Maximum Impact, a company that provides training based on John Maxwell's Leadership resources. Sean has identified that 99% of all business problems are a result of poor leadership and/or poor communication. Sean is committed to equipping leaders to master these two areas so that they can be more profitable in life and business.

## CALL TODAY TO SEE IF SEAN IS THE RIGHT COACH FOR YOU.

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