

IS COACHING FOR ME?

completed by:



EMPOWER YOURSELF!

Confident Leaders. Better Outcomes.



**SPEAKING
ENGAGEMENTS**



**IN-HOUSE
WORKSHOPS**



**LEADERSHIP
PROGRAMS**



**COACHING &
MENTORING**



NOT SURE IF COACHING IS FOR YOU?

So, you are considering coaching for any number of reasons and are now contemplating whether it is right for you at this particular time. Maybe you have goals that you want to move towards, or situations and circumstances from which you want to move away. You might be at a crossroads or just have a vague feeling that things could be better.

The bottom line is that you approach a coach because you want to have **greater confidence**, so you can make **smarter choices** and create **better outcomes**.

So, how do you know whether coaching will help you find the solutions you need? Too many questions already? Pause for a moment - and now let's find out!

Make it easy for yourself and follow these 3 simple steps:

1. Complete the next 3 pages to identify where you currently are, and if coaching is an option for you
2. Email us info@profoundleadership.com.au or call us [1300 936 313](tel:1300936313) to arrange a complimentary and obligation-free session with the coach, and have your burning questions answered while you get to know each other
3. If you decide to take the next step, we provide you with a personalised and fully tailored program proposal

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WHERE ARE YOU RIGHT NOW?

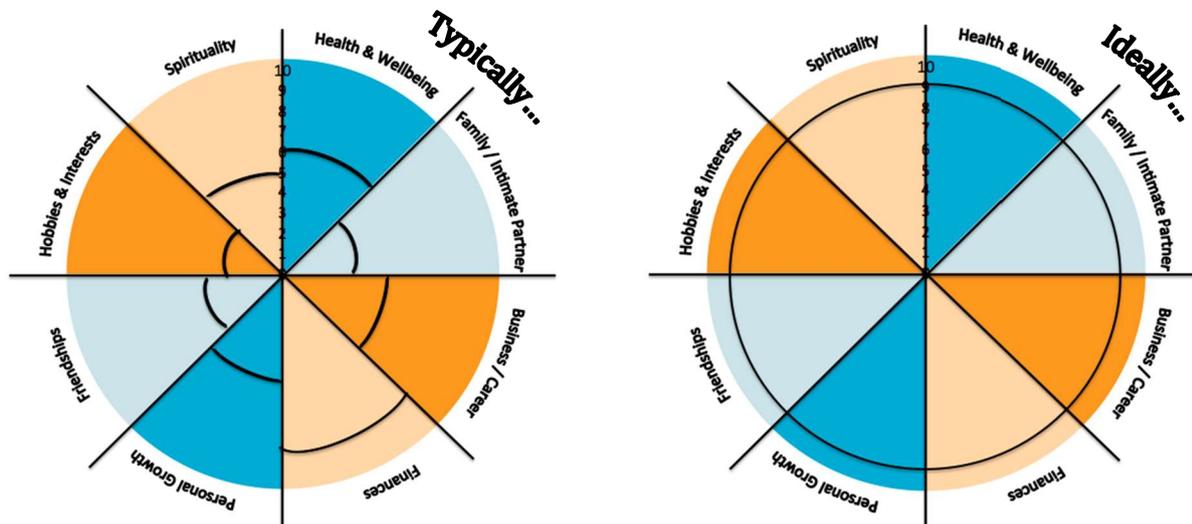
Before you can change anything, it is important to connect with yourself, to create awareness for where you currently are, as well as what desired outcomes you'd like to achieve. This information will allow you to measure your level of success through the change process.



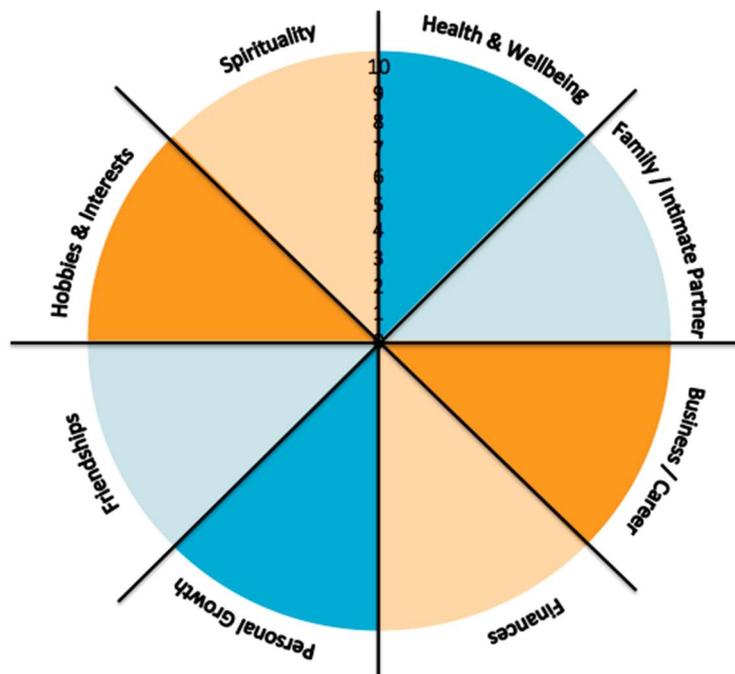
Wheel of life

The first step is to focus on your Wheel of Life. Each wedge represents a part of your life, with the center of the wheel signifying 0% satisfaction, while the outside of the wheel is equal to 100% satisfaction.

This is what the wheel could look like:



Now let's get to your own wheel. If this were your current Wheel of Life, how would you rate each area? Put an "X" in each section to state where you are right this moment using the scale of 0 to 10. Once you're done, connect each "X" with a line and ask yourself: If this were a wheel on your car, how bumpy or smooth would the ride be? If you are like most people, you would most likely experience a rather rough journey.



How would you feel if you could make your wheel rounder? Wouldn't that create smoother and more enjoyable travels? Imagine putting your energy, focus and effort into the areas that matter most to you. What would be different? How would your career or life look and feel then?

Checklist

Work through the following checklist to gain more clarity about how you can improve the area(s) in your life and what you need to focus on next to be more successful with your career, family, finances etc. (check all that apply)



Identity (Who)

- I have great awareness of who I am
- I'm confident that I can create a successful future for myself
- I am committed to achieving my goals



Values, Beliefs & Purpose (Why)

- I have a strong purpose for my life
- I have a clear vision and defined goals
- I live according to my values and have beliefs that are supporting my goals



Competency (How)

- With regards to my competency required (Skills, Attitude, Knowledge and Expertise) I know my strengths and weaknesses so I achieve my goals
- I am willing to grow and be a lifelong learner
- I know that I am capable of achieving my goals



Environment (Where)

- I have created a safe environment that will assist me in achieving my goals
- I have equipped myself with the tools required to achieve my goals
- I have surrounded myself with people that are willing to challenge and support me



Structured Planning (When)

- I have a strategy that is working for me
- I have a clearly structured plan to assist me in achieving my goals
- I have great time management and understand the importance of prioritizing tasks



Behaviours & Action (What)

- I am flexible and willing to stretch myself so that I can achieve my goals
- I revisit my goals on a regular basis
- I appreciate and celebrate my achieved goals



Relationships (Who)

- I can easily connect with others
- I understand that I cannot do everything by myself
- I communicate effectively with others and achieve win/win situations

If you were not able to check many of the boxes, it's okay. Working with a coach will definitely help you make the list more complete.

GROW

Please answer the following questions to the best of your abilities. These questions are based on the GROW leadership model and offer a fantastic opportunity to explore what you would like to achieve through coaching.

Goal

1. What are the ultimate goals I would like to achieve? Why are they important to me?
2. What are the changes I desire/need? What triggered the desire to create change in these areas?
3. How would these changes benefit me and those around me?

Reality

4. What are the three key issues that I need to address?
5. Are these challenges within my control or influence?
6. What are these challenges costing me and those around me?
(please consider financial, mental and emotional costs)

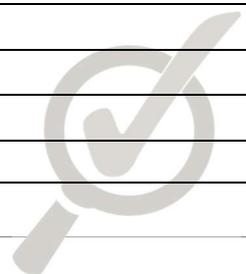
Opportunities

7. What would it give me once it was accomplished, and what would it free me up to do?
8. How will I feel once I've achieved my goals?
9. What would happen if I didn't address the challenges?

Way forward

10. Why might I invest into coaching and mentoring?
11. On a scale from 0 - 10, 0 being not ready at all to 10 being completely ready to start coaching and mentoring. What number would I give myself?
Why didn't I pick a lower number?

12. What is the next step, if any?





Who you will work with

Martin Probst - Chief Education Officer

Martin's mission to teach managers and leaders **self-confidence** and assist them with strategies to become empowered and authentic leaders has led him to create professional development content, design online training courses, facilitate leadership programs and in-house workshops, and deliver one-on-one executive coaching sessions. All these delivery methods have one thing in common: they contain **simple-yet-effective and solution-based strategies** to deal with complex challenges that leaders in today's busy and fast-changing business environment face.

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Martin is the **2018 Australian Learning Impact Award Finalist "Learning Professional of the Year"**. This prestigious award is given to learning and development professionals who provide outstanding development services to their clients. Martin has to-date:

- ✔ Conducted over 1,000 hours of one-on-one coaching
- ✔ Presented at and facilitated over 100 in-house workshops and speaking engagements
- ✔ Authored 6 Australian and international books and created a high-level leadership journal
- ✔ Taught over 10 years in formal education
- ✔ Written over 100 published leadership blogs and articles

Martin's **qualifications** include:

- ✔ Master Practitioner of Neuro-Linguistic Programming & Hypnotherapy
- ✔ Diploma of Life Coaching
- ✔ Certified IICS Business and Relationship Coach
- ✔ Certificate IV in Training and Assessment
- ✔ Diploma of Management



Martin's clients can't believe how simple and easy these strategies are to learn and apply, and what immediate and profound impact they have on their professional and personal lives. This is what some of his **empowered clients** said:

"It blows my mind that Martin Probst can deliver that kind of mindset change in such a short period of time."

Kirsty Milligan | Managing Director

"I completed the self-awareness and leadership development program with Martin, the outcomes and benefits were noticeable immediately."

Brandt McDonald | MBA

"Working with Martin has improved all my relationships, with myself, my partner and within my business. I also enjoyed and looked forward to every session."

Camilla Novotna | founder & Director ecokit

"PROfound - it's very appropriate. The changes in your life are PROfound. This was the best money I've ever spent."

Scott Merrick | Business Owner



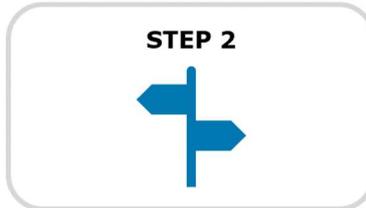
How our services work

When you become a PROfound Leadership client, you will experience a fully tailored approach to anything we provide. Everything we deliver is designed to accelerate your ability to achieve better outcomes and to reap results from confident leadership.



GREATER CONFIDENCE

Learning & Developing



SMARTER CHOICES

Applying New Learnings



BETTER OUTCOMES

Reaping Results



What our coaching clients are saying

99%

Participants rating our programs Good or Excellent



Suzanne Moss PhD | Creative Director

Before working with PROfound Leadership, I felt like I was treading water. I was not discerning about where I was directing my attention and energy, and harshly judged myself. **Stress was affecting my health.**

If you want a coach who is responsive to your pace and ways of learning, and who really cares about your challenges and progress in between sessions, then Martin is your man.



Pascal Winkelmann | Chief Executive Officer

The leadership training session with Martin was incredibly helpful and contained **practical and relevant advice** that I could immediately put into practice at work and in my personal life.

I can **highly recommend** him as a personal coach to any manager looking for next step in their career.



We can make it easy for you

Our door is always open to assist you with any questions you may have.

Request a one-on-one discovery session with our Chief Education Officer Martin Probst, and have your burning questions answered while you get to know each other. The session costs nothing, so it's 100% risk-free. Simply send us an email or call us on 1300 936 313 to set up a convenient time.

Dare to make a difference!



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