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DEVELOPMENTAL AND PERFORMANCE-BASED COACHING FOR LEADERS
with John Lankford
$475 (US) per person

VIRTUAL SESSION (3-HOUR)

DEVELOPMENTAL AND PERFORMANCE-BASED COACHING FOR LEADERS

Your individual development plan may be the single most important document to advance your career. You will depart this workshop with your personal plan and the skills and tools to coach and develop Millennials and other career minded staff members on your team. Participants will learn and experience the connection of effective coaching and feedback to each managers team to be able to improve their ability to execute consistently. In the majority (around 70%) of executive failures, the real problem isnt bad strategy. The real problem is bad execution, according to the Fortune Magazine article titled, "Why CEOs Fail". At its core, execution comes down to setting clear expectations and regular coaching and feedback.

JOHN LANKFORD

Four-time winner of the Business Advisor of the Year in North America, John D. Lankford is passionate about development, performance and results. An expert in executive coaching and developing leadership talent. As a certified Executive Coach and 4 Time Business Coach of the Year, John loves to coach and develop leaders. His impressive leadership background is unique, boasting 23 years of corporate and 12 years of entrepreneurial experience. John has facilitated more than two dozen mergers and acquisitions, as well as launching three businesses and ultimately selling two.

His process provides laser focus on the execution of "the plan." His leadership experience covers every level of management from front line supervisor to becoming the former CEO of the Innisbrook Leadership Institute. His leadership track record includes leadership positions at the Executive Education team at Ford Motor Company, Oakwood Healthcare, Comcast University and the St John Healthcare system.

Mr. Lankford's work in designing a company-wide system to develop the next generation of executives was recognized as "the most comprehensive approach to coaching and developing leaders we have ever seen in corporate America" by the Program Director at the Center for Creative Leadership. He has implemented executive education and leadership programs with GE, the University of Michigan Business School and the Center for Creative Leadership.

He has earned a nationwide reputation for developing current and future leaders. John has been tapped as an expert business source by prominent media such as The New York Times, CBS, and dBusiness Magazine, in addition having written a syndicated business column.

TOPICS COVERED

PERFORMANCE CLARITY

REDUCE YOUR TEAM'S TURNOVER- WITH TIMELY COACHING AND FEEDBACK
LINKING YOUR COACHING AND FEEDBACK TO ACCOMPLISHING YOUR TEAM'S GOALS
THE ROLE OF COACHING AND FEEDBACK WITH YOUR TOP-PERFORMERS

MASTERING THE ART AND SCIENCE OF COACHING AND FEEDBACK

THE IMPACT ON YOUR COACHING AND FEEDBACK ON YOUR TEAM'S MORALE
HOW TO TARGET YOUR COACHING AND FEEDBACK FOR MILLENNIALS

WHAT GREAT LEADERS DO DIFFERENTLY

PROVIDING CUSTOM COACHING AND FEEDBACK FOR EACH OF YOUR TEAM MEMBERS
FEW MANAGERS () HAVE THE TOTAL PACKAGE
TRIPLE YOUR CHANCES OF GETTING PROMOTED

THE BEHAVIORS OF GREAT LEADERS

LINKING COACHING AND FEEDBACK TO YOUR COMPANY'S ACCOUNTABILITY SYSTEM
HOW TO LINK COACHING AND FEEDBACK TO STAFF MEMBERS PERFORMANCE
CONNECTING YOUR COACHING TO MANAGING UP- TO YOUR MANAGER

ALIGNING YOUR PERSONAL GROWTH & DEVELOPMENT TO YOUR CAREER GOALS

LEARN STRATEGIC SKILLS AND STEPS TO APPLY YOUR COACHING TO MILLENNIALS
DESIGN YOUR PERSONAL INDIVIDUAL PLAN IN THIS WORKSHOP- TO GROW AS A MANAGER
TARGET YOUR PERFORMANCE COACHING DEVELOPMENT- TOWARD YOUR NEXT PROMOTION

READING THE CORRECT STYLE OF COACHING FOR EACH TEAM MEMBER

LINKING COACHING TO DELIVERING RESULTS FOR YOUR TEAM-DELEGATION
REDUCE THE AMOUNT OF TIME YOU SPEND FOLLOWING UP ON ASSIGNMENTS WITH STAFF

FOR REGISTRATION PLEASE CONTACT: - IMS Regional Director -
Phone: Email: Website: **https://ims-online.com/leadership-development//**