



John Mattone’s and David Clive Price’s Leadership Coaching Options

C-LEVEL EXECUTIVE COACHING

John Mattone and David Clive Price maintain ongoing coaching relationships with a limited number of C-level Executives each year. Limiting these highly personal, one-on-one coaching relationships allows us to focus on quality over quantity – and it delivers results well beyond typical coaching engagements.

Intelligent Leadership (IL) Senior Executive Coaching Process™ features 50 to 75 hours working directly with John Mattone or David Clive Price over a 6 to 12 month period. We confidentially engage with C-Level executives in the four proven phases of the IL proprietary coaching process: *Awareness; Assessment; Action; and Achievement*. C-Level executives undergo an in-depth diagnostic interview and are assessed using the IL proprietary “inner-core” assessments that are complemented by stakeholder interviews and custom 360s to gain insight into their “outer-core” effectiveness. As part of this process, John Mattone or David Clive Price will “shadow” the executive as they go about conducting organizational development meetings, delivering presentations and interacting with internal and external stakeholders. We will debrief the leader’s custom assessment results and offer our own observations over multiple insightful sessions; the remaining coaching sessions feature John Mattone or David Clive Price partnering with the leader “hip to hip” to help them build and implement their custom leadership and personal development plan focused on leveraging their gifts and strengths and addressing their development needs. The IL process is very “stakeholder” focused, in that executives are guided by us to use their stakeholders throughout the process to gain powerful insights about their own organizational leadership strengths and development gaps. We utilize the powerful and proprietary online *LeaderWatch* “mini-survey” process at three month intervals to obtain feedback from stakeholders to determine if the leader is improving in those areas identified as critical in their leadership development plans. *Investment Options: 6, 9 and 12 Month Programs.*

EXECUTIVE COACHING

John Mattone and David Clive Price work with a limited number of VP's, Directors and Managers each year.

Intelligent Leadership Executive Coaching Process features 40 to 60 hours working directly with John Mattone or David Clive Price over a 6 to 12 month period. We confidentially engage with the executive in the four proven phases of his proprietary coaching process: *Awareness; Assessment; Action; and Achievement*. The executive experiences an in-depth diagnostic interview and is assessed using the IL proprietary “inner-core” assessments that are complemented by stakeholder interviews and custom 360s to gain insight into their “outer-core” effectiveness. As part of this process, John Mattone or David Clive Price will “shadow” the executive as they go about conducting organizational development meetings, delivering presentations and interacting with internal and external stakeholders. We will debrief the leader’s custom assessment results and offer our own observations over multiple insightful sessions; the remaining coaching sessions feature John Mattone or David Clive Price partnering with the leader “hip to hip” to help them build and implement their custom leadership and personal development plan focused on leveraging their gifts and strengths and addressing their development needs. The IL process is very “stakeholder” focused, in that executives are guided to use their stakeholders throughout the process to gain powerful insights about their own leadership strengths and development gaps. We utilize the powerful and proprietary online *LeaderWatch* “mini-survey” process at three month intervals to obtain feedback from stakeholders to determine if the leader is improving in those areas identified as critical in their leadership development plans. *Investment Options: 6, 9 and 12 Month Programs.*

HIGH-POTENTIAL ACCELERATED EXECUTIVE COACHING

The Intelligent Leadership *Accelerated Coaching Process*[™] features 10 to 20 hours working directly with John Mattone or David Clive Price over a 3 to 6 month period. John Mattone created *ACP* to respond to high-potential leaders and emerging leaders who wanted to be coached by top executive coaches but who couldn’t commit to a 9-or 12-month program. *ACP* is faster, cost-sensitive, but highly effective. Similar to the IL CEO Coaching Program, leaders and future leaders are assessed using proprietary “inner-core” assessments complemented by stakeholder interviews to gain insight into their “outer-core” effectiveness. John Mattone or David Clive Price will debrief their custom assessment results over two insightful sessions and the remaining online coaching sessions feature John Mattone or David Clive Price partnering with the leader “hip to hip” to help them build and implement their custom leadership and personal development plan focused on leveraging their gifts and strengths and addressing their development needs. All online coaching sessions are conducted via technology (phone, skype, video conference). *Investment Options: 3 and 6 months.*

TARGETED EXECUTIVE COACHING™ (TEC)

Intelligent Leadership Targeted Executive Coaching™ (TEC) is based on the executive's particular needs (e.g., the need to improve: negotiation skills, presentation skills, organizational leadership, their "executive presence", how they handle feedback, how they deliver feedback, or debriefing a 360 assessment, etc.) that they want to target. After a brief call with the executive, John Mattone or David Clive Price prepares a proposal detailing the number of sessions that will be required to address the executive's particular needs. *Investment:* Typically, there are 3 to 5 sessions scheduled.

For more information see:

www.johnmattone.com

www.davidcliveprice.com