Chicago Business & Coaching Specialists

What is Coaching

Coaching is a confidential professional relationship in which a Coach works with a client to create success and fulfillment in the client's business and personal life. Coaches act as an objective sounding board while providing honest feedback, encouragement, and accountability for setting and achieving measurable objectives.

The many complexities of life make it difficult to see ourselves objectively and realistically. Coaches provide that critical objective eye for assessing our strengths and then building them up while also communicating our weaknesses in a manner that'll motivate clients to find ways to minimize if not eliminate them altogether. Ultimately, coaches help us understand ourselves today and who we can be tomorrow—while providing a realistic path to insure we get there.

Companies benefit not only because coaching is a great way to develop their people, but also because of its strong positive impact on employee retention. Consequently, it's a win-win situation for both the organization and its people. The types of coaching that The Rogers Group provides are:

- Executive Coaching
- Business Coaching
- Sales Coaching
- Career Coaching
- Life Coaching

Executive Coaching

Partnering with individual executives/leaders/professionals who want to attain ever-higher levels of success. Utilizes assessments in areas such as leadership competency, emotional intelligence, communication style and managerial behavior, as well as at-work observations and regularly scheduled coaching sessions (on site, phone, or combination). Coach and client will jointly create a Coaching Development Plan with action items accompanied by specific, measurable goals.

Areas that executives want to be coached on include:

- Giving more impactful presentations
- Becoming a more polished and dynamic public speaker
- Improving people skills
- Creating and maintaining a work environment where employees and teams thrive
- Being promoted
- Being able to transition effectively to new roles during periods of change and uncertainty
- Enhancing leadership skills
- Executive Presence
- Developing Time Strategies

Business Coaching

Working with business owners and their management teams to identify and resolve organizational challenges including:

- Increasing Productivity and Efficiency
- Having clearer and more open communication
- Enhancing morale and motivation
- Increasing Profitability
- Learning how to apply conflict management techniques
- Delegation of authority

Sales Success Coaching

It’s not just training in sales skills—it’s coaching sales professionals (individuals or groups) to STOP undermining their own sales efforts. Key areas that are covered include:

- Sales Presentation skills
- Maintaining a Positive Attitude
- Eliminating Busy Work
- Integrity Traps
- Effective Goal Setting
- Identifying and eliminating limiting beliefs
- Understanding different communication styles
- Reducing sales anxiety
- Identifying rapport breakers

Career Coaching

Career Coaching is for individuals who:

- Are successful but are not passionate about their work
- Have doubts or questions about their career choice or direction
- See other people being promoted over them
- Want guidance when looking for a job

Life Coaching

Life Coaching is for individuals who:

- Have difficulties with time management
- Aren’t happy despite being outwardly successful

- Are disorganized
- Aren’t sure what their purpose in life is or what the future holds
- Want to become more connected with friends, family, and others
- Are living by someone’s else dictates that are contrary to their own values
- Are frustrated, worried, and afraid of taking decisive action
- Are unfulfilled

Coaching works! Give us a call today. It’s your future that’s at stake. Can you really afford to leave it to chance?