

Theresa Callahan

Managing For Performance:

6-month Leadership Development Program



The Power of Coaching

“Theresa is the Quintessential Executive Leadership coach. I have been a client for the past 2 years and have experienced next level success as a result of her Leadership and laser sharp consulting. If you are looking to take your Business and Team to the next level, Theresa’s coaching program is your solution. High energy, passion, and integrity.”

-Rey Polanco, Business Owner

“Theresa does a great job helping her clients self-discover by asking very insightful, powerful questions! I love that she doesn't let me off the hook too easily and always asks about how the solutions from prior weeks are going- which is exactly what I'd expect from a coach!”

-Teresa Garten, Business Owner

“Theresa has been my strategic leadership coach since 2010. She is amazing at helping my team and I hold each other accountable. Together we have put processes in place that help us consistently reach our goals. I am truly a better leader and business owner because of the work we have done together over the past 7 years.”

-Chris Palmer, Business Owner

Payment Options

OPTION 1: \$460/month for 6 months

OPTION 2: \$2695 prepaid for the 6-month program

Month 1: Setting the Foundation for Personal and Team Transformation

Coaching Focus:

- ✓ Review the 8 sections of your Leadership Wheel – how bumpy is your ride?
- ✓ Ideal balance: Where do you, as Leader, tend to get “stuck”?
- ✓ Setting Intentions for personal and team transformation

Month 2: High Performance Deal-Breaker: Having the Right People in the Right Jobs

Coaching Focus:

- ✓ How does team talent relate to high performance?
- ✓ How do I know if I have the right person in the right job?
- ✓ Assessment tools and how they help

Month 3: Accountability measures and how they lead to high performance

Coaching Focus:

- ✓ What is Accountability? What does it mean to hold myself and my team accountable?
- ✓ What happens when accountability measures are not in place?
- ✓ Accountability for Action: Seven Essential Behaviors of Leaders

Month 4: Creating a framework for change and honoring the culture of your business

Coaching Focus:

- ✓ What is important about the “culture of your business?”
- ✓ What does the business need to attract the clients and team members your business needs?
- ✓ A powerful activity that will help you create a Team Culture Statement

Month 5: Execution: The Discipline of Getting Things Done

Coaching Focus:

- ✓ What would shift if the focus was on the top priorities?
- ✓ What gets in the way of getting things done?
- ✓ Bridging the “Gap” between strategy and execution

Month 6: The Systems-based Solution: Putting Strategy in place for Success

Coaching Focus:

- ✓ Rebalancing: A second look at the Leadership Wheel
- ✓ Action Plans for next steps and integration
- ✓ Completion exercise

INCLUDED IN YOUR LEADERSHIP DEVELOPMENT PROGRAM

- ❖ Two 1-hour customized Leadership Coaching Sessions each month for 6-months
- ❖ Powerful individual & team coaching exercises, designed for your business needs
- ❖ All Pre-work, homework, and materials provided
- ❖ A copy of Theresa Callahan’s book, *Managing For Performance: Building Accountability for Team Success*

“Before you are a leader, success is all about growing yourself.

When you become a leader success is all about growing others.” – Jack Welch