

THE PROADVISORCOACH ADVANTAGE

A Complete Peak Performance Solution



ProAdvisorCoach brings together the best of coaching and consulting to maximize people, innovation, and systems to achieve lasting transformation with sustained accelerated results. Unique from traditional consultants and coaching solutions, ProAdvisorCoach combines the understanding of the underlying psychology (normally associated exclusively with coaching) and the best practice planning (normally associated exclusively with consulting), to provide a superior “best of both worlds” solution.

The ProAdvisorCoach method uses a proven, time-tested comprehensive structure to get the most out of every team and player—an approach we call “AAA” (Awareness/Action/Achievement).

AWARENESS: Understand where the team/player is now, where they want to go, and the gaps that hold them back.

ACTION: Develop a plan to achieve the intended results.

ACHIEVEMENT: Navigate through an evolving landscape to stay on course for perpetual success.

THE CORE COMPONENTS OF THE PROADVISORCOACH ADVANTAGE

1

COMPREHENSIVE UNDERSTANDING

Awareness

It wasn't the tip of the iceberg that sank the Titanic, it was the massive portion under the waterline. Best practices alone are not enough to change behavior. If you want to improve a person or team's performance, it is critical to understand why they behave the way they do. That's why we begin with the [MindScan](#) Analysis—a propriety axiological tool based on Nobel-nominated science.

It's also imperative to uncover common themes that are holding the team and individuals back, so the key component of the Awareness component is the Gap Analysis.

During this phase, aided by the MindScan Report and Gap Analysis, we look to:

- understand each team member's belief system
- discern the dynamics of the team's relationships
- gain awareness of the team's cross-conversations
- clearly define the organization's values
- clarify the vision to which everyone is aligned
- establish the belief systems (for the firm, purpose, teams and individuals)

This is the "coaching" part—the part that allows us to focus on the people, and maximize the potential of each and every player.

2

PEAK PERFORMANCE BEST PRACTICES

Action

Once the underlying psychology of the team and its members are understood, a solution can be meticulously designed to increase clarity, overcome limits & obstacles, and leverage synergy to maximize ROI (Return on Investment) and achieve unprecedented results, by:

- implementing best practices/processes
- setting up the necessary systems
- maximizing the effectiveness of meetings and huddles
- gaining a deep understanding of the financials
- executing against the business plan
- establishing a favorable introduction plan
- creating effective referral processes
- outlining key performance indicators

By implementing these tactical, tangible, and measurable actions, the team and every individual member are able to stay on the most advantageous course toward accomplishing their goals, creating lasting transformation, and achieving sustainable success.

3

UNPRECEDENTED AND SUSTAINABLE RESULTS

Achievement

The world is a truly dynamic place, as are the people in it. Therefore, it is crucial to constantly look at where the team and its members are going, and adjust their course as dynamics of the team and its members evolve. Affecting positive change and enabling achievement is an ongoing process. ProAdvisorCoach is your partner for long-term, sustained results, helping build leveraged momentum to create continuous, sustained peak-level success for the entire team!

ProAdvisorDrivers

An Online Nerve Center for Achievement and Success

When we set out to create the ProAdvisorCoach process, our goal was to create a coaching track that would be 100% structured to ensure duplicatable success while being 100% flexible to meet the unique needs of each client. That led us to create the [ProAdvisorDrivers](#) platform—an online nerve center for achievement and success with the ProAdvisorCoach method.

With ProAdvisorDrivers, cutting edge programs, methods, technologies and expertise are masterfully integrated into a platform designed to maximize results by increasing self awareness, gaining outcome clarity and leveraging momentum to create perpetual success in the lives of teams and individuals.

PROADVISORDRIVERS FEATURES:

ProAdvisorDrivers Dashboard: Quickly review your performance to day, your V-MAP™ accomplishments, and your “coaching wellness” status.

V-MAP™ (Virtual Momentum Action Plan): Outlines your strategies and tactics, and tracks your tasks and activities.

Call Maximizer: Creates more value for each coaching call by creating a report on the dynamics that influence your success.

ProAdvisorDrivers Toolbox: A robust suite of best-of-breed coaching tools to accelerate you toward achieving your goals.

Resource Library: A trove of multi-media materials designed to support you on your path to peak performance.

THE PROADVISORCOACH ADVANTAGE

Coaching Services

INDIVIDUAL COACHING: ProAdvisorCoach embraces the definition offered by the International Coach Federation which states that: “Coaching is partnering with clients in a thought-provoking and creative process that inspires them to maximize their personal and professional potential.”

GROUP COACHING: A bi-weekly coaching session with up to 9 of your peers, each bringing their diverse backgrounds, experience, expertise, contexts and passions to group discussions supported by our ProAdvisorDrivers platform.

TEAM COACHING: A comprehensive approach combining team intervention strategies with one-on-one coaching to close critical team performance gaps and creating a high commitment, energy, synergy and performance-based culture.

VIRTUAL COACH: After much research we have cracked the code in adding HUGE value in a way that anyone can afford coaching now. It’s called “Virtual Coach”—a individualized coaching program supported by weekly video and assignments.