

Business Coaching

Providing you a
Pathway
not just a Package



EAGLE

CONSULTING SERVICES

SOARING HIGHER IN LIFE



Rob Bakss

Eagle Consulting Services (ECS) specialises in creating a better you to soar higher in life. As the CEO and Managing Director, I strive for excellence through all of my coaching and consulting to help make a difference and create true, lasting success.

With the experience of building a 10 million dollar a year non-profit organisation, with over 100 employees and hundreds of volunteers, coupled with over **40 years' experience** in legal, business, corporate and community organisations, I believe I am well equipped to help you with your business and leadership development and direction. My coaching focuses on **practical proven methods and skills** to help you soar higher in life and business.

*Providing you a **Pathway** not just a Package*

The coaching is designed to be a path that starts at your **current problem and ends with your future dream fulfilled**. People actually don't pay for my Business Coaching Packages; people pay for the **PATH**. That's the ultimate reason why people request my services. I will help you implement this path into your business life through the packages I offer.

Pathway Investment

Initial 30 Minute Consultation - FREE

Each Pathway consists of **6 x 60 minute sessions** conducted weekly, fortnightly or monthly
(face to face or via Zoom/Phone dependent on location)

Recommended 1-2 hours client work outside of each session

Plus, **Unlimited** Phone and Email Access

Cost - **\$1,500 per Pathway** (6 Sessions)

50% discount for Leaders of Not-for-profit organisations

Package Deals:

1 Pathway over 6 sessions - \$1,500

2 Pathways over 12 sessions - \$2,400

3 Pathways over 18 sessions - \$3,060

4 Pathways over 24 sessions - \$3,600

*You can also choose modules from different pathways to create your own package.
I may even recommend a combination of modules to suit your unique Pathway.*

Tax Deduction

Did you know that Business Coaching may be a Tax Deduction for you? As the Owner or Senior Manager you can claim up to \$20,000 a year on business coaching and training that's directly related to your industry sector and will likely help you increase your income. When business coaching engagement intends to boost a business's market position, the costs for coaching are tax deductible. Be sure to check with your accountant whether you qualify to claim a deduction.

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Pathway to Discovery - Package #1

While some people may appear to be born leaders, the personality traits and behaviours demonstrated by good leaders, like most things, can be learned and practised. Whether these things 'come naturally' or you have to think about them as you go, it's clear that when a business leader regularly and consistently acts in particular ways he or she sets an example that others readily follow. The **Pathway to Discovery is the perfect place to start** your Business Coaching. After an initial 30 minute FREE consultation, I will design a personal pathway for your business which may include the following modules:

Pathway Overview

Module 1

UNDERSTANDING YOUR BUSINESS

- Wheel of Business Tool will analyse your business in 8 key areas.
- Business History Map Tool will enable you to get a snapshot of the key events that have shaped your business, and get insight into what most challenges and excites you.

Module 2-3

UNDERSTANDING YOU

- Your Values and Strengths analysis will reveal what is shaping your life and business.
- Values are the answer to the questions like, What's important to you in your life? What is your life's purpose? What do you enjoy doing? When do you feel satisfied and fulfilled?
- Undertake a Life Navigation Assessment (PART Profile) to analyse your behaviour style.
- Your leadership style and strengths/blind spots will be analysed and advised upon.
- Understating who you are inside and outside of work enhances your pathway to success.
- You will gain an understanding of your own motivations and behavioural tendencies.
- These modules will show you how to utilise your strengths and communication strategies; giving you the tools to excel personally and professionally.

Module 4-6

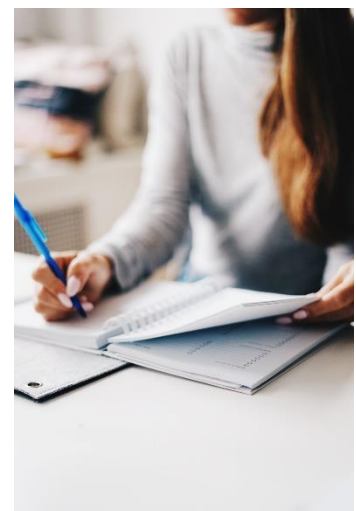
UNDERSTANDING YOUR DESIRED FUTURE

- Discovering your Vision for your business and lifestyle balance.
- Knowing what do you want to achieve/develop i.e.: goals
- The art of Visioneering is a practice designed to help you hone in on your purpose.
- Making Vision a Reality is an important aspect in this module giving you practical steps.
- The Mission Statement Generator helps you craft a mission statement to define and clearly understand your business and ensure everyone is 'on the same page'.

Pathway Outcomes

You will walk away with an increase in confidence and self-awareness as well as a better understanding of your leadership style and business direction, including:

- Getting a background history on highlights / low points of your business.
- Gaining insight into what most challenges and excites you in business.
- Enhancing your ability to explore and look for patterns in business.
- Clearly defining your business purpose and desired future.
- Acquiring a precise vision to steer your business forward.
- Exploring what gives business clarity, focus, direction and uniqueness to set it apart in the marketplace.
- Increasing your self-awareness as a business leader.



Pathway to Dedication - Package #2

You are the expert in your business and have the technical skills and know-how to perform the required services you offer. As your Business Coach, I will simply guide you and help **dedicate your time and energy into the areas to grow your potential** utilising your skill set. By enhancing your goal setting skills, you will thrive to success as you begin leading in a way that is valued and admired by others. The Pathway to Dedication program is designed to help you **excel beyond your current state** by reaching your success in half the time and may include the following:

Pathway Overview

Module 1

SWOT ANALYSIS OF YOUR BUSINESS

- Get clear picture of your business' Strengths, Weaknesses, Opportunities and Threats.
- The SWOT will be reviewed more deeply, and you will make an action plan for success.

Module 2

BUSINESS STRENGTHS AND WEAKNESSES

- Business Weaknesses Zapper will drive out pragmatic solutions and next steps for your business weaknesses and will offer you practical strategies to manage weaknesses.
- Strengths Tool will help you find new inspiration and ideas to grow your business!

Module 3

DAILY SUCCESS HABITS

- Identify 5 new success habits to put into place to build a personal framework around.
- Set up daily success habits to make you more effective in business.
- Look at your current stressors and priorities and customise habits to suit you.

Module 4

SMARTER GOALS FOR YOUR BUSINESS

- Nail that goal by using goal setting exercises and set you on your path to excellence!
- The GROW Model planning will aid you to assess your goal setting process.
- Annual Goals Planner allows you to focus on what you really want from the year ahead.

Module 5

PRIORITISING FOR YOUR BUSINESS

- The Big Rocks exercise will help you focus on the importance of prioritising goals.
- Using an Action Priority Matrix will give you an effectiveness boost to your business.

Module 6

TRACKING PROGRESS OF YOUR BUSINESS

- Monthly Action Tracker will help your track your tasks, deadlines and what to delegate.
- Business Goals at a Glance tools will aid you in prioritising and setting success measures.

Pathway Outcomes

Working directly with me in 6 x 60 minute one-on-one coaching sessions you will learn strategies to break through your barriers and set you on a pathway of dedication to overcoming, including:

- Recognising your business' unique Strengths and Talents.
- Gaining clarity on and mitigating your Business' Weaknesses and Threats.
- Identifying potential business Opportunities on the horizon.
- Helping you take stock of your business, manage risks and get ideas for how to accelerate and grow it!
- Setting your annual goals for your business and knowing how to monitor them efficiently.
- Classifying tasks according to the impact they have and how easy they are to do.
- Pinpointing goal benefits, detecting obstacles and resources needed short term actions.
- These modules will help you achieve more with less effort.

Discover your leadership and team profile and
gain powerful insights into how you lead,
communicate and inspire

Discover how to maximise your strengths and
potential

Ignite your passion and unlock your potential

INSPIRE, INFLUENCE, INNOVATE



Pathway to Development Package #3

A business leader's skills are **developed through a combination of experience, training and coaching**. Good business leaders learn to communicate, solve problems, organise, motivate, elevate quality, and make a myriad of good small and large decisions under pressure day after day. As your Business Coach, I will seek to **develop everything you have learned formally and through your life and career experience** to apply in your daily behaviours, which will become effective habits that influence and permeate through your business to **exceed your expectations**. This Pathway is aimed at **developing your management ability** including:

Pathway Overview

Module 1

WHAT NEEDS TO BE DONE?

- Weekly To-Do List Action Planner will help you plan your week and grow your business!
- Stop procrastination and get you focused, taking action on what matters most, first.

Module 2

TIME MANAGEMENT MATRIX

- Are you overwhelmed? Running from one crisis to the next? This time management matrix worksheet will revolutionize how you spend your time!

Module 3

WORK SMARTER NOT HARDER

- Exposing your hidden time wasters and helping you get real about how hard you're working, and where your time goes utilising this powerful time-charting exercise.
- Identify your Business tolerations and blast your interruptions effectively and fast!

Module 4

BUSINESS DELEGATION TOOL

- Give you great ideas on what to delegate in your business - and get started!
- Help you learn to delegate and free up time and energy.

Modules 5-6

BUSINESS SYSTEMS

- Analyse the current effective and ineffective systems in your business.
- Help with creation of better systems to improve productivity and customer satisfaction.

Pathway Outcomes

Together, we will create an actionable plan and equip you with the tools to enhance your business systems and effectiveness resulting in benefits including:

- Identifying key action-steps to achieve goals faster.
- Reducing being overwhelmed, and honing your focus to help prioritise tasks.
- Daily and weekly task planning to keep you on track.
- Focusing on big projects and quick wins to help you achieve more attainable goals.
- Avoiding crises by planning ahead!
- Learning to organize tasks according to urgency/importance.
- Recognising your own unique time wasters and interruptions.
- Understanding the systems that will enhance your business success.
- Knowing your interruption sources and patterns and creating plans to change.
- Creating an individualised and easy to accomplish action plan to manage your systems.
- Fantastic productivity improvement.



Pathway to Distinction - Package #4

Expand your leadership and your team's capacity through my business **leadership program for distinction** with coaching aimed to empower you with the skills to manage and create higher team performance. I do this by unlocking, expanding and building trust in **your own unique distinct leadership abilities** and build awareness of your emotional intelligence and behavioural understanding to propel you toward your business and leadership goals and objectives. The Pathway to Distinction involves building on your current level of skills and includes:

Pathway Overview

Module 1

EMOTIONALLY INTELLIGENCE FUNDAMENTALS

- Discover the steps to become an even more emotionally intelligent leader.
- Learn to maintain Emotional Fitness and Intelligence.
- Assess you Attitudes, Resilience and Adaptability as a leader.

Module 2

LEADERSHIP PROFILING

- Improve your Leadership Thinking styles through Meta Dynamics™ Profiling Assessment
- The 4 Quadrants of Leadership is an excellent tool to enhance your leadership skills.

Module 3

BRAND YOU!

- It's clear that one of the most significant challenges for all business leaders is how they can adapt to stay commercially relevant. You must know and recognise, Brand YOU!
- Discover what is your personal brand, how you want to represent yourself in your business.

Module 4

POSITIVE INTELLIGENCE

- Understand your Saboteurs and Sages to make greater impact as a business leader.

Module 5

FUNCTIONAL TEAMS

- To improve the functioning of a team, it is critical to understand the type and level of dysfunction and how to correct it.

Module 6

MENTOR MAGIC

- Helping you find new answers for a problem - or make a decision, through connecting with your own inner wisdom.
- Assessing and teaching you to have a Higher Performing Leaders Mindset.

Pathway Outcomes

There are several benefits to the leadership development Pathway of Distinction, including:

- Empowering yourself to consciously decide how you approach challenges, your communication with others and creating the business and life you desire.
- Building your leadership skills and tapping into your personal power.
- Being encouraged to 'be your own mentor', developing powerful insights.
- Knowing what you are holding onto that is dragging you or your business down.
- Learning to lighten your load and move forward by letting go of energy drains and mind-patterns that are hindering you as a leader from expanding.
- Becoming a high performing leader with distinction in the marketplace and community.

My Promise to you...

- I will help you set, clarify and maintain focus on your goals.
- I will hold you accountable for what you say you're going to do.
- I will help you establish your own solutions and strategies.
- I will encourage, support and believe in you even when you may not!
- I will challenge you and help you soar higher and reach your best potential.

Dr Rob Bakss

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Contact me to start your Pathway

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