



**CORE Coaching and Executive Development**



You've worked hard to break barriers, to respond to “the call”, to act with intention.

You have developed your business and had a modest level of impact. You have leveraged your strengths to achieve a great deal of success in a few short years. Now, it's time to challenge yourself even more. It's time to hire a coach to help you prepare and reach that “next level”.

What can Jennifer Riley Collins do for you as a coach? She can help you identify where you are now as a manager and determine where you want it to be as a leader. Jennifer will be your thought partner, cheerleader, supporter and when necessary, your challenger.

Together, you build clarity about your goals and create a vision for how you fully utilize your knowledge, skills and abilities to create the spaces and balance that are supportive of you internally as you support life externally. She will also challenge you to develop in new and exciting ways, realize your full potential, and unlock the potential of your business.

You're ready to take yourself to the next level. Through strategically planned, comprehensive and customized coaching process will get you there within an agreed timeframe. You'll see measurable, specific results based on your goals and aspirations, and acquire leadership and communication tools that will last a lifetime.

# ABOUT YOUR COACH

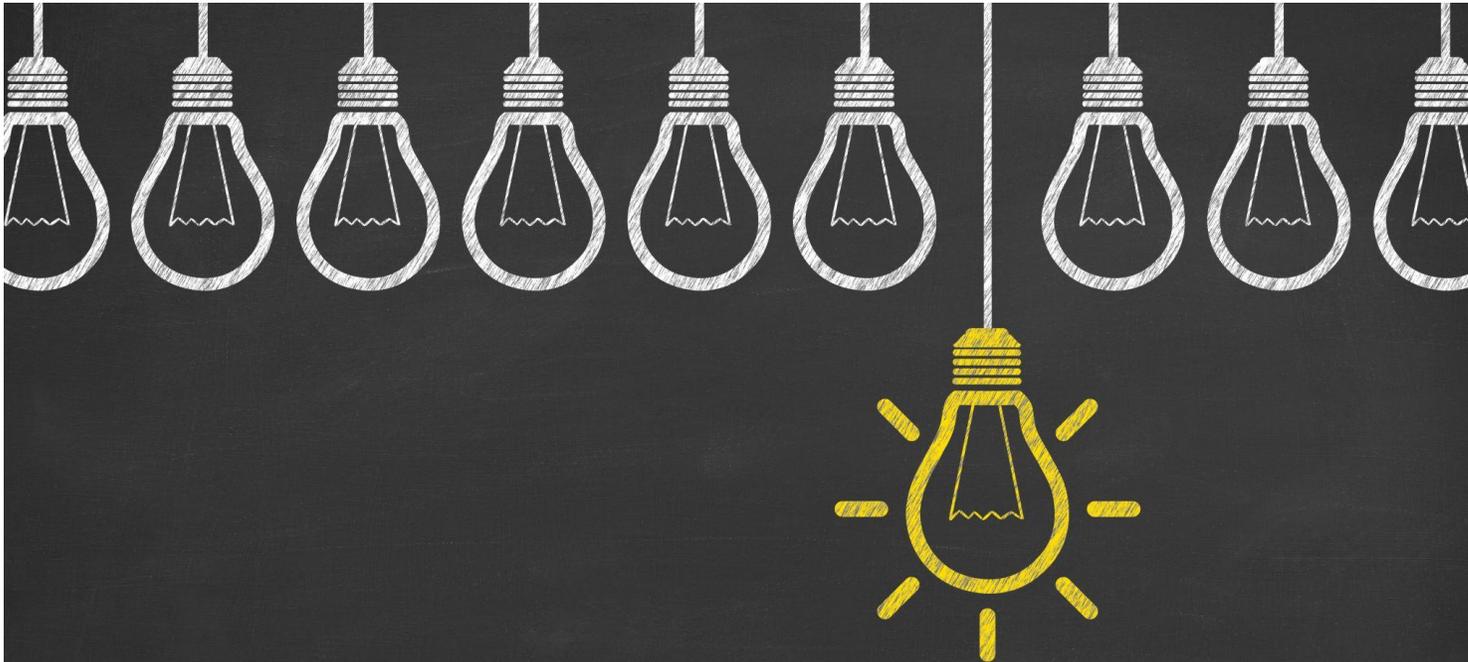
You might recognize Jennifer Riley Collins as an outspoken and brilliant advocate and political candidate. You may know Jennifer as Colonel Collins. Jennifer has taken on challenges for her entire career. She has been undeterred in her commitment to be of service.

Today, she continues her effort by “supporting good people doing good work”. Jennifer is an experienced leader and manager. Jennifer uses her unique experience as a military intelligence officer to inform her unique approach to coaching, where she emphasizes the importance of an assertive leadership style coupled with strategic communication and interpersonal diplomacies.

In the past few years, Jennifer has worked with a wide range of clients, including elected officials, for profit business professionals and nonprofit executives. In each case, she uses her personal style to instill confidence and inspire growth in each and every individual.



CORE coaching focuses the Executive's experience  
on  
**Clarity, Opportunity, Resilience, and Exploration.**



CORE coaching and executive development model is an adaptation of the CORE coaching method developed by Stephanie Karakantas.

- Clarity: Based on Habbakuk, the coach works with the client to develop clear and consistent goals.
- Opportunity: Coach helps the client examine obstacles as opportunities
- Resilience: Coach helps the client cultivate resilience by focusing balance of spiritual, mental and physical health while pursuing purpose.
- Exploration: Coach helps the client identify, explore, and engage the changes desired in self, and in spaces occupied.



In our first full coaching session, we will establish:

- *Your vision for your business and how that vision fits with the rest of your life*
- *Your objectives (financial, programmatic, structural) for your business/organization*
- *Your leadership objectives*
- *Your communication objectives*
- *For each area, we'll set timed professional and personal goals and evaluate your progress quarterly.*

My objectives as your coach are to help you:

- *Understand and optimize your leadership style*
- *Understand and improve your communication style*
- *Understand and address challenges with your financial, personnel, and operational management style*
- *Build on your strengths and improve on areas of difficulty*
- *Achieve your goals and objectives*

Deliverables

- *A custom coaching plan with measurable actions and a map for success*
- *Benchmarks for personal and professional development as they relate to your goals and objectives*
- *Reading and study materials*
- *Systems for dealing with difficult people, issues, and conflicts*

## Effective Coaching Results in:

- *Effective leadership skills and increased self-confidence*
- *A higher degree of influence and better negotiation skills*
- *Improved authority and credibility*
- *Recognition and reward*
- *Career advancement and promotions*
- *Better productivity*
- *More decisiveness*
- *Business and revenue growth*



“Leaders are neither made nor born, but are developed through life experiences, mentoring, coaching, education and a multitude of other influences”

## COACHING PROCESS

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### Phase 1

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Initial consultation

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Meeting to discuss your goals and objectives, establish a timeline and schedule, and sign the contract

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### Phase 2

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Discovery meeting and contracting

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Meeting to discuss your goals and objectives, establish a timeline and schedule, and sign the contract

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### Phase 3

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Identifying and assessing strengths and challenges and setting goals

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Two meetings to conduct standardized assessment and pinpoint key benchmarks for success

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### Phase 4

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Designing your customized strategy, action plan, and coaching schedule

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Meeting to finalize your personal plan and set the coaching schedule

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### Phase 5

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Implementing your one-to-one coaching plan and supports

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A series of one-to-one meetings, either once or twice a month, to implement your coaching plan. Includes assignments



# Cost? Let's Talk

[Jennifer@jrileycollinsconsulting.com](mailto:Jennifer@jrileycollinsconsulting.com)



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## TERMS AND CONDITIONS

### What I provide:

- Services as outlined in the proposal
- All materials related to coaching and assignments
- All coaching materials remain the intellectual property of J Riley Collins Consulting, to be used or duplicated only under her approval and/or supervision.

### What you provide:

- Meeting rooms as required
- Technological support in the form of computers, tablets, and internet access as needed

### Cancellation and modification:

- Cancellation of all or part of our agreement must take place at least two weeks prior to the next meeting. A cancellation fee of 50% of the total quoted price will be due if cancellation occurs at any time.
- Any modifications to the agreement must be approved in writing.