

PHL|HP Consulting Group

Building & Sustaining High Performing Organizations



A Message From Dr. Philip Levy, Founder & President

Great Coaching Leads to Winning Teams

Several recent articles have focused on the value of coaches like Phil Jackson and their impact on the success of their teams, but the attributes and impact of great coaches are clearly not limited to sports.

Sports can be a metaphor for life and while sustained success is not easily achieved in today's highly competitive and rapidly changing business world, a strong leader with a vision for the future can make all the difference in business, as well as sports.

What is the Role of the Leader and Head Coach?

- To provide and articulate a clear vision and strategic plan for the company
- To develop a corporate culture based on the values and standards of the company.
- To hire, engage and inspire the right people for the team.
- To establish high but achievable and measurable goals.
- To assess dynamically shifting external markets and respond according to their potential impact on the company.
- To support the professional and personal development of staff at all levels.
- To convince people that they belong to something greater than themselves and that by contributing to a winner they will be rewarded.

Great Leaders and Head Coaches understand the importance of great supporting teams. The Executive Management Team/Assistant Coaches play a pivotal role in the success of the company. There is a shared vision and a collaborative effort.

What is the Role of the Executive Management Team/Assistant Coach?

- To bring the corporate culture to life and build camaraderie
- To implement the vision and strategy
- To motivate, inspire, and create an environment of trust
- To evaluate and build talent, rewarding people as they achieve the stated objectives
- To listen to the 'players', incorporating their input, and providing feedback to the CEO/Head Coach.

There is consensus that the key predictors of a company's success lie in the quality and effectiveness of its leadership. Successful leaders, like great coaches, are not born. They can be created over time through training, mentoring and coaching.

Combining training with coaching yields returns that are four times greater than training alone. This combination builds skills, self-awareness, and confidence, all of which are critical to sustained success.

If San Antonio taught us one thing it's that great teamwork can beat great superstars and the most successful companies combine great talent with great leadership. You can be that great coach that builds and sustains a winning team.

- Phil Levy

DID YOU KNOW WE HAVE ADDED
EXECUTIVE COACHING TO OUR MENU OF SERVICES?

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