



Executive Coaching and Strategy Execution Program

As CEO, you are your Dealership's greatest asset.

In today's fast moving environment, we find that many office furniture Dealer Principals are so overwhelmed with the day-to-day demands of managing the Dealership, that little time and effort is put into the truly important strategic objectives of building a successful business.

The result? Missed opportunities, poor execution and little thought of the future. The company falls behind the pack and is not able to keep pace in an uncertain and fiercely competitive market.

Solomon Coyle knows this industry and the challenges Dealer Principals face. And we know how to help.

Solomon Coyle's Executive Coaching and Strategy Execution Program provides select Dealer Principal CEO's with one-on-one guidance and personalized executive development. You will be partnered with an experienced high-level resource to serve as your trusted advisor and leadership coach.

Your coach will keep you focused on high value activities, challenge typical approaches, offer strategy suggestions, and most importantly, hold you accountable to meeting your goals.

Since your Solomon Coyle coach is outside the normal hierarchy and internal politics of your company, we are an impartial sounding board, providing you with independent assistance and advice. We have no agenda other than to help drive your success.

Your coach is a committed partner for a minimum of two years, so you have time together to accomplish short-term goals and plan for long-term growth.

While Solomon Coyle's Executive Coaching services are tailored to meet your unique needs, you can count on your coach to:

- ▶ **Help** identify the strategic requirements of your role and priorities with the company
- ▶ **Assist** you in developing a detailed personal action plan with deadlines
- ▶ **Evaluate** your leadership skills and coach you on leadership skill improvement and how to deepen key relationships
- ▶ **Share specialized office furniture industry expertise** and best practices by drawing on the Solomon Coyle team resources
- ▶ **Make practical recommendations** to help you reach your personal and business goals
- ▶ **Review** your ideas and give you fearless critical feedback
- ▶ **Dedicate one-on-one time** with you during regularly scheduled agenda driven meetings and/or telephone conferences to review progress and deadlines (usually bi-weekly), and provide written progress reviews
- ▶ **Follow-up** diligently to ensure your progress and redefine initiatives as needed
- ▶ **Be there** for you with 24/7 access for emergency consultation
- ▶ **Provide perspective** based on our work with hundreds of companies
- ▶ **Keep you focused** on business development and the initiatives that are most important to you and your Dealership's future success

Working with a Solomon Coyle coach will result in improved personal performance for you, and improved bottom-line performance for your company.