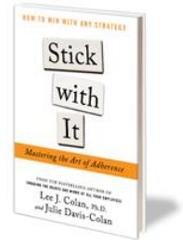


Stick with It

1-on-1 Execution Coaching



Senior executives predict that “very effective” strategy execution would likely improve operating profits by an average of 30 percent over two years.

A lot has changed over time, but one thing hasn't: Sticking with it is still the biggest factor for winning in business and in life. But let's face it... it's tough to stick with anything in today's environment, yet that is precisely the reason why adhering to your strategy is vitally important to long-term success. Leaders at all levels experience challenges executing their plans. Why? Because...

- **Leaders are trained to plan rather than to execute;**
- **Execution requires more people than strategy formulation does - it's a team-wide effort;**
- **Execution requires more *time* than strategy formulation. Developing strategy is an event, but execution is a process.**

Stick with It 1-on-1 Execution Coaching is based on [Stick with It: Mastering the Art of Adherence](#) co-authored by practical management thinker and bestselling leadership author, Lee J. Colan, Ph.D.

We provide specific tools and solutions to help you drive results.

1-on-1 Execution Coaching is designed to help leaders boost personal, team and business effectiveness. This individualized process is aligned with the [field-tested, real-world-validated](#) Adherence equation:



Focus – Personal and team clarity. Sharpening focus answers the “what” question – What do you need to do (and not do) to execute your strategy?

Competence – Talent, Systems and Accountability to build capability and scalable capacity. Building competence answers the “how” question – How will you execute your strategy?

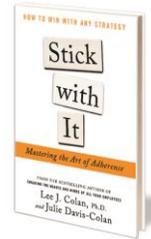
Passion - Communication and Connections. Igniting passion answers the “why” question – Why are you executing your strategy?

This 12-session 1-on-1 coaching process boosts strategy execution because it helps leaders stick with it long enough to succeed. [Our executive advisors](#) provide actionable insights and skillfully help leaders apply our practical tools to drive measurable personal and team results.

To get started, take this FREE, 4-minute [Adherence Assessment](#). Send your Adherence Assessment feedback email to info@theLgroup.com, and we will schedule a **complimentary call to personally review your results** and provide action steps to boost your adherence... and your results.

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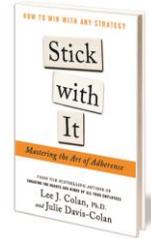
1-on-1 Execution Coaching



Session	Topic	Book Chapters	Objectives	Tools
1	Assessment and Planning	1 - 2	<ul style="list-style-type: none"> ➤ Adherence Equation ➤ Review Individual and Team Adherence Assessment results. 	Adherence Assessment
2	Personal and Team Goal Setting	3 - 5	<ul style="list-style-type: none"> ➤ Define two goals that will have a measurable impact on personal and team execution: <ol style="list-style-type: none"> 1. Specific team or business goal. 2. Personal goal (change/improvement). <p><i>This goal might help you achieve the team/business goal or it might be a result/benefit of achieving it.</i></p> 	Goal Planner
3	Identify your One Thing	7	<ul style="list-style-type: none"> ➤ Decide what is most important—the one activity that most directly helps you execute your plan. ➤ Align your one thing with the organization’s most important priority. ➤ Ask your team, “What is the most valuable thing you can do right now?” 	One Thing worksheet 80/20 analysis worksheet
4	Know when to say No	8	<ul style="list-style-type: none"> ➤ Say No to at least two activities, tasks, reports, meetings, and projects that do not directly support your goals. ➤ Create at least one hour of found time per week. ➤ Apply the Four Ds: do it, delegate it, defer it, dump it. 	4Ds Task Log
5	Maintain a Meeting Rhythm	9 - 10	<ul style="list-style-type: none"> ➤ Establish or refine meeting rhythm to keep your one thing visible and your team accountable for it. 	Meeting rhythm template
6	Keep Score	13	<ul style="list-style-type: none"> ➤ Track leading and lagging indicators. ➤ Keep the score visible with a clear and compelling scoreboard. 	Score board Process for reviewing scoreboard

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1-on-1 Execution Coaching



Session	Topic	Book Chapters	Objectives	Tools
7	Boost Accountability	14 - 15	<ul style="list-style-type: none"> ➤ Expectations—agree to actions, timing, and results. ➤ Consequences—explain the circle of consequences. ➤ Language—replace accountability killers with specific commitments. 	3W form (What, Who, When) Accountability Tracker
8	Paint the Picture	16 plus pgs. 127 - 129	<ul style="list-style-type: none"> ➤ Incorporate answers to the fundamental four questions into team and one-on-one communications, including your meeting rhythm. 	Communication blueprint
9	Coach for Results	11 plus pgs. 79 – 80	<ul style="list-style-type: none"> ➤ Coach for success with four steps: explain, ask, involve, and appreciate. ➤ Avoid re-coaching by moving coaching approach lower on the learning pyramid. 	4 Steps for Winning Coaches Learning Pyramid
10	Reinforce Rituals	19 - 20	<ul style="list-style-type: none"> ➤ Create or refine a team ritual that will meet a business need. 	Rituals worksheet
11	Appreciate People and Performance	17	<ul style="list-style-type: none"> ➤ Learn one thing new about each person behind the employee on your team. ➤ Make finding something you can appreciate your “Yellow Car” for a week and shoot for a 5:1 ratio. 	Appreciation challenge
12	Review Goals and Next Steps	21 - 22	<ul style="list-style-type: none"> ➤ Review progress toward personal and team/business goals established in session #2. ➤ Re-take Adherence Assessment in 6 months. ➤ Commit to next steps to ensure sustained execution. 	Adherence Assessment