



COURSES AND WORKSHOPS

SIMPLE | PRACTICAL | FUN

COACHERE
Coach and Consult

BACKGROUND

To Improve is to Change

Whether you're an individual or a business, you must change yourself or your organisation to improve. Making change is not easy, but it is necessary to evolve and grow, especially in today's world.

Coachere works to increase the self-awareness, resilience, confidence, and performance of professionals in sales, solutions, partner management, executive leadership positions, business leaders, and entrepreneurs.

We combine over 40 years of experience in sales, partner management, services and executive leadership positions in the IT channel with various coaching techniques and methods, either by purpose-built workshops or one-to-one or group coaching and mentoring.

Our Core Values

- **Honest** - We always speak the truth and take action in a way that is genuine and sincere.
- **Inclusive** - Everyone should have access to the same opportunities, no matter what your gender, race, or social demographic.
- **Encouraging** - We make everyone feel part of someone, to always feel part of something and treat everyone with respect.
- **Accountable** - We hold ourselves and those we work with accountable, deliver on our promises and commitments,
- **Fun** - We enjoy what we do and make our coaching and learning experiences fun.

Our Why

“To inspire and empower others to be courageous, so that they realise their full potential and are the best version of themselves”

Yvonne Matzk RCC™ - CEO & Founder





1. Creating Connection

Transform how you communicate and learn the master skill of adaptability, allowing you to connect and build fantastic relationships with people you have never met.

Utilising the Leading Energy Profile®, we enable individuals to better understand why they typically 'operate' in the way they do and how they can adapt their Leading Energy to achieve significantly enhanced performance. It isn't easy and takes practice, but adaptive energy is the master skill of great communicators. LEP will teach you the skill of reading others and then ways you can adapt, to quickly build fantastic relationships.



We'll be covering the following:

- **Dominant and Reluctant Energies**
- **Energy Overload**
- **Energy Breakers**
- **Adaptability**

“Having built and led a successful recruitment consultancy, I already understand how to interact with people, but this has transformed my appreciation of how different people can be. We naturally gravitate towards people like us, but in the business world, you don't always have that luxury. Having completed the session, I now have a greater appreciation of how different people think and communicate, which has made me more understanding and appreciative of our differences, allowing me to form better relationships.”

Darren Whitworth - MD - Perfect People

Key Details

Perfect for:

- Individuals or organisations wanting to heighten their self-awareness and learn how to adapt their natural style to build robust and effective communication skills necessary for making powerful lasting connections.

Delivered:



✓ In Person



✓ Virtual

Duration:



2 hours



2. Communication and Collaboration

Tackling complex problems, fostering creativity and nurturing collaborative solutions is universal in business today. This workshop has been designed to help you understand the importance of effective communication and collaboration and why it is necessary to succeed.

Collaboration refers to a higher level of joint working in which people and resources that may have previously operated in different spheres – separated by organisational and reporting relationships – are pooled together and aim towards a common end goal. The glue that binds these collaborative teams together is communication.



We'll be covering the following:

- **Collaboration**
- **Empathic Communication**
- **Self-Awareness**
- **Adaptability**

“ We have been working with Yvonne to develop and enhance our management skills, both individually and as a team and she recently facilitated a group leadership meeting for us. Utilising the Leading Energy Profile (LEP™), along with a couple of team exercises, we now have a much better appreciation for our individual strengths and styles and how we can complement each other as a team. The group exercise we worked on really gave us focus on what we all needed to do to accomplish our joint goals. ”
Yasmin Lohdi - COO - Stemettes Futures

Key Details

Perfect for:

- Individuals or organisations looking to develop better self-awareness, stronger communication skills and build deeper relationships.
- Organisations looking to build and drive stronger team communication and collaboration.

Delivered:



✓ In Person



✓ Virtual

Duration:



Half a day



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✓ In Person



✓ Virtual

Duration:



Half a day




3. Coaching Conversations

The coaching conversations workshop was designed and created for individuals who want to understand mentoring better or learn some of the skills needed to be a leader.

The first part of the workshop covers the differences between coaching and mentoring, the roles a mentor/leader can play, the skills required and how to get the best out of your meetings.

Then in part two, we explore some of the methods and techniques you can use to have more coach-like conversations, getting the best out of the relationship with your mentee or team member.

 We'll be covering the following:

- **The roles of a leader / mentor**
- **The differences between coaching & mentoring**
- **Skills of a leader**
- **Coaching methods and techniques**

“ Yvonne has a way of building strong, trusted relationships in a short space of time – something that made her the ideal partner for our Coaching Conversations training. As such, several of our people offboarded their internal coaching journeys by joining Yvonne in a sequence of tailored coaching workshops. These workshops were critical to ensuring that the coaching culture at CAE deepened within teams.”



Natalie Hailey - People Services Director - CAE

Key Details


Perfect for:

- Organisations looking to develop stronger leaders.
- Organisations looking to build an internal mentoring program or implement a Coaching Culture.
- Individuals or organisations looking to learn and understand the different coaching methods.

Delivered:

-  ✓ In Person
-  ✓ Virtual

Duration:

-  Half a day



4. Clearing the Chaos

Designed and created for individuals who want to clear out the chaos and cut through the areas of their work and life holding them back from achieving their goals.

Utilising different methods and principles, the workshop will help you get clarity on your goals and critical objectives (personal and professional), set clear priorities and get important tasks completed quickly and efficiently.

The workshop combines several theories and principles, along with some practical exercises that you can do to take back control of your time, achieve your goals and create more time to do the things you love.

 We'll be covering the following:

- **Getting clarity on your goals and key objectives**
- **Methods and principles to set clear priorities**
- **How to stop procrastinating and start executing**

“ The most recent module delivered by Yvonne was insightful and thought-provoking. Having done some time management modules in previous courses, I was extremely pleased to see how intuitive and modern the content was in this module – it provided the perfect blend of tried and tested theory with practical working examples that were discussed in a group setting. I would strongly encourage everyone to take this module to help them. ”

Chris Hamilton - Internal Sales Lead - CAE

Key Details

Perfect for:


- Individuals or organisations who struggle to set clear priorities and key objectives.
- Individuals or organisations who spend too much time procrastinating and not delivering.

Delivered:

 ✓ In Person

 ✓ Virtual

Duration:

 Half a day



5. Challenging Conversations

Having challenging conversations is essential to any high-performing and fully functional team, so why do so many people struggle to have them? Designed and built with these people in mind, challenging conversations to explore why this is and gives you the knowledge needed to construct honest relationships essential to high-performing teams.

Utilising a mix of theory and practical exercises covering the emotions at play, the dysfunctions of a team, and how to master conflict gives you the skills and confidence needed to build radically honest relationships with your team.



We'll be covering the following:

- Emotions and human filters
- Building trust
- Mastering conflict
- Building radically candid relationships

Key Details

Perfect for:

- Individuals or organisations who struggle to have difficult and challenging conversations.
- Individuals or organisations who have a lack of trust or struggle with conflict.

Delivered:



In Person



Virtual

Duration:




Half a day



6. Challenging Change

Designed for anyone looking to understand themselves better, learn how to use the power of thought to achieve more, and define great goals to help you achieve your growth ambitions.

Our mindset shapes whether we believe we can learn and change and grow – or not, and if you want to make improvements, you must make changes to yourself or your business. In the challenge and change workshop, we explore different mindsets, get you out of your comfort zone, set realistic goals and give you tools to achieve them.

 We'll be covering the following:

- **Mindset**
- **Getting out of your comfort zone**
- **Goals v's habits**
- **The different types of goals**
- **Setting and achieving your goals**

“ Yvonne joined us as part of our personal and professional development initiative to speak with our team about a Growth Mindset. The workshop was accessible, relatable, down-to-earth and perfected for our demographic audience. I received great feedback from the team, across various roles and all seniorities. Yvonne was great to work with, insightful and, importantly, brought fun and humour to an important topic.”

Sarah Savage Edwards - Head of People & Experience - Block & Socura

Key Details

Perfect for:


- Organisations or individuals struggling to set and achieve realistic goals.
- Individuals or organisations that want to shift their mindset and get out of their comfort zone to achieve greater success.

Delivered:

 ✓ In Person

 ✓ Virtual

Duration:

 Half a day



7. Creating Confidence

Designed for anyone wanting to understand why we lack self-confidence and suffer from insecurity, self-doubt and fear of failure that cause anxiety and stress. The creating confidence workshop helps you identify why you feel the way you do and gives you various tools and techniques you can use to create greater self-confidence and be the person you have always dreamed of being.

Greater self-confidence allows you to experience freedom from self-doubt and negative thoughts about yourself, experiencing more fearlessness and less anxiety. Greater confidence makes you more willing to take intelligent risks and move outside your comfort zone, having greater freedom from social fear.



We'll be covering the following:

- **The Cause**
- **Great Expectations**
- **Conditioning**
- **Time For Change**
- **Finding Your Superpower**

“ Yvonne has a tremendous amount of positivity and an upbeat personality that is almost infectious yet she listens, understands and reflects in a really empathetic and relatable way. Working with Yvonne has been an absolute joy, she's given me back the self-belief and strength that for a while I had totally lost. ”

Jo Coxhill - Head of Internal Comms

Key Details

Perfect for:


- Individuals wanting to tackle imposter syndrome and regain their confidence.
- Individuals who want to understand why they feel the way they do and use the tools and techniques to tackle self-doubt for good.

Delivered:

 ✓ In Person

 ✓ Virtual

Duration:

 Half a day



8. Leadership & Mentor Essentials

This course will support you in building out a transformative coaching culture through the development and coaching of your management and leadership teams.

By combining the Collaboration and Communication and Coaching Conversations workshops, we can fulfil the basic requirements of any leader/team member wishing to become a more effective leader, mentor or more coach-like.

The workshop also incorporates the Leading Energy Profile®. LEP is a profiling tool that isn't about strengths or ability. It examines the cognitive energy (how we like to think) behind why people do what they do. Behaviour is the what. The energy behind it is the why.

 We'll be covering the following:

- **Collaboration**
- **Communication**
- **Self-Awareness**
- **Adaptability**
- **The roles of leader/mentor**
- **Skills of a leader/mentor**
- **Coaching methods and techniques**

Key Details

Perfect for:


- Organisations looking to develop their managers and leaders to be able to Coach their teams.
- Organisations looking to build out a Coaching Culture or an Internal Mentoring programme.

Delivered:

 ✓ In Person

 ✓ Virtual

Duration:

 One full day



9. Performance Leadership

Perfect for organisations looking to develop their managers leadership skills and behaviours, essential for leading high performance teams or those just about to embark on their first leadership position.

Whether you're an individual or a business, you must change yourself or your organisation to improve. Making change is not easy, but necessary to evolve and grow, especially in today's world. The performance leadership programme has been created to support you

The performance leadership programme combines the leadership and mentor essentials programme giving you the foundation skills and knowledge needed to become an effective leader

You then can choose two additional workshops to enhance your teams skills and knowledge, giving them the skills to lead high performing teams.

Depending on your specific needs, you can choose from the following:

- **Clearing the Chaos**
- **Challenging Conversations**
- **Challenging Change**
- **Creating Confidence**

Key Details


Perfect for:

- Organisations looking to develop their managers and leaders.
- Organisations looking to build out a Coaching Culture or an Internal Mentoring programme.
- Organisations that have leaders with gaps in their skills or behaviours.

Delivered:

-  ✓ In Person
-  ✓ Virtual

Duration:

-  Two full day's



10. Channel Course

The Channel Course has been designed with the Channel/Partner Account Manager in mind and will cover the challenges unique to the IT channel. By the end of the workshop, you will have built an actionable joint go-to-market business plan ready for execution.

Navigating your way around a Vendor, Partner or Reseller can be challenging and creating your common value is no easy feat. Then how do you effectively communicate this across the key stakeholders to execute the plan?

Through a series of 1: 1 and group sessions, the Channel Course helps organisations and individuals discover their value, build a plan and help you to communicate this effectively to get you to your goal.



We'll be covering the following:

- **Channel Dynamics**
- **Communication and Collaboration**
- **Understanding the V.A.L.U.E Blueprint**
- **Building and executing an effective joint GTM business plan**

Key Details

Perfect for:

- Individuals or organisations wanting to understand the different dynamics of the IT Channel, understand their unique value and learn how to build and execute an effective joint go-to-market business plan.

Delivered:

 ✓ In Person

 ✓ Virtual

Duration:



5 sessions delivered over 2 months

NEXT STEPS

For more information, or a free discovery call contact us at:

Email: info@coachere.com

Call: 07793 774403

www.coachere.com

