



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 make changes in yourself or within your organisation if you want to make improvements. Making change is not easy, but necessary to evolve and grow, especially in today's world.

It can be even harder for women, who face additional challenges, especially in male-dominated industries. Still, it can be equally as hard for men as they try to embrace and navigate this new diverse world.

Coachere works to increase the self-awareness, resilience, confidence and performance of professionals in sales, solutions, partner management and executive leadership positions within the IT channel and adjacent industries.

We combine over 25 years of experience in sales, partner management, 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 courses and workshops have been purposely built to give individuals and teams the skills needed to improve. Designed to be simple enough to understand, practical enough to use, yet fun enough to make the training more enjoyable.



ABOUT US

OUR STORY

I have had a successful sales and leadership career in the technology industry for over 25 years. During those years, I was critical to the build-out of one of the largest and most highly decorated, global award-winning Cisco practices in the UK. Most recently, I was Director of Partners & Marketing, responsible for CDW's strategic partners and Marketing for the UK and internationally.

On this journey, I became distinctly aware of the lack of females in both sales, technical and exec roles and made a conscious decision to help change that by becoming a supporter of Woman In Technology. I have been a member of numerous Partner Advisory Boards, with the most recent being IDC and I am a champion of initiatives helping young women into IT through partnerships such as the Stemettes.

A supporter of women, I equally advocate for men, as it's been mostly men who have supported my journey. To be successful, we need to support each other, and it doesn't stop at different genders. We should encourage and support a diverse range of cultures, backgrounds, opinions and views around the table.

Now a Worldwide Association of Business Coaches (WABC) Registered Corporate Coach™ (RCC™), ILM Accredited Business Coach, Leading Energy Profile Practitioner and motivated by making a difference, I founded Coachere. Combining my vast experience with coaching, I can help organisations work more effectively through better communication and collaboration and for individuals gain the confidence they need for success.

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. 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**
- **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:



From 90 mins to half a day

Investment:

From £250 to £2,000 + VAT
Plus £60 + VAT PP for the LEP Workbooks. If delivered on client site, includes discovery and tailoring.




2. 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:

 From 90 mins to half a day

Investment:

From £175 to £2,000 + VAT
If delivered on client site, includes discovery and bespoke tailoring.



3. 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**

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:

 From 90 mins to half a day

Investment:

From £175 to £2,000 + VAT
If delivered on client site, includes discovery and bespoke tailoring.



4. 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:



From 90 mins to half a day

Investment:

From £175 to £2,000 + VAT
If delivered on client site, includes discovery and bespoke tailoring.



5. 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:



From 90 mins to half a day

Investment:


From £175 to £2,000 + VAT
If delivered on client site, includes discovery and bespoke tailoring.



6. 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:

- **Imposter Syndrome**
- **Competence Types**
- **Protective Measures**
- **Expectations and Evaluation**

“ 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:

 From 90 mins to half a day

Investment:

From £175 to £2,000 + VAT
If delivered on client site, includes discovery and bespoke tailoring.



7. Coaching Culture

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

A coaching culture creates a climate where people can freely: give and receive feedback, support and stretch each other's thinking, and challenge each other with support and stress-test ideas where appropriate. And engage in development conversations that are short in length but strong in impact, driving better collaboration, empowerment, and performance of co-workers.

Through 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.



We'll be covering the following:

- **Collaboration and Communication**
- **Coaching Conversations**

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

Investment:

£3,500 + VAT for up to 12 people. Plus £60 + VAT PP for the LEP Workbooks. Includes discovery, bespoke tailoring and PDF's.



8. Choose to Change

To make improvements to your business, you must make changes. Making change is not easy, but necessary to evolve and grow, especially in today's world. The choose and change leadership programme has been created to support you on that journey.

The Choose to Change leadership programme combines the Coaching Culture programme with two additional workshops that suit your specific needs. Once you have decided to change, you can choose from the following workshops:

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

“ Yvonne has worked with the Stemettes for over 4 years, firstly as a corporate partner with CDW and now as a mentor and coach for our management teams. The 1:1 mentoring sessions have been imperative to the growth of our managers at Stemettes and over the last 18 months, we have seen our leaders grow in confidence and assertiveness. Yvonne expertly runs regular workshops with our leaders, and as the team grows, Yvonne continues to support the Stemettes and our mission to empower more girls and non-binary into STEM. ”

Charlotte Pascual - CFO - Stemettes

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

Investment:

£7,000 + VAT for up to 12 people. Plus £60 + VAT PP for the LEP Workbooks. Includes discovery, bespoke tailoring and PDF's.



9. 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

Investment:

From £800 to £8,000 + VAT
If delivered on client site, includes discovery and bespoke tailoring.

NEXT STEPS

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

Email: info@coachere.com

Call: 07793 774403

www.coachere.com

