



# COACHING SERVICES

INSPIRE | EMPOWER | IMPROVE

COACHERE  
Coach and Consult

# BACKGROUND

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## 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.

Passionate about people, partnerships, and a global award-winning track record, Coachere can also help organisations build meaningful relationships, profitable go-to-market strategies and vital partner ecosystems in the IT channel through consulting.



# ABOUT ME

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## MY STORY

My signature presence as a Coach is my natural ability to connect with people and make them feel comfortable when challenged. It enables those I work with to dig deep and get the answers and solutions they are looking for to keep moving forward.

Having led a Global Award Winning Partner Management and Marketing Division at CDW with revenue responsibility of over \$1.1bn (which grew organically and through acquisition), I understand the pains that come with growing and scaling out an organisation. Highly experienced in restructuring teams, making them "Best in Class", I understand the challenges faced when integrating processes, roles and groups created by mergers and acquisitions.

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 work to increase the Self-Awareness, Resilience, Confidence and Performance of Professionals in Sales, Solutions, Partner Management and Exec Leadership positions within the IT Channel and adjacent industries.

I do this by combining over 25 years of experience in Sales, Partner Management, and Exec Leadership positions with various coaching techniques and methods.

## MY 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. Career and Emerging Leader

**Designed for high-potential or emerging leaders looking to gain the skills, knowledge and behaviours needed to become successful in a leadership role.**

Transitioning from a high-performing individual contributor to leading a team is no easy feat. It requires a unique set of skills and comes with a new set of challenges. Working with the individual and sponsor, we will discuss the goals, expectations and focus areas. If required, we may also conduct a 360 review with selected co-workers and will work on areas such as self-awareness, adaptability and communication.

Combining our vast personal experience with several coaching tools and techniques, we will work through all the areas individually, helping you make a smooth transition.

*“ Working in Alliances it can be difficult to find coaches and mentors that really understand the role and the challenges that come with it. Then I found Yvonne. It wouldn't be overstating it to say that in the time Yvonne has been working with me, the way I approach my role, engage with colleagues and view my self has completely transformed. Yvonne has the unique ability to ask exactly the right question that helps you see something different and find the answers yourself. As a result of working with Yvonne, I am adding more value to my employer, am not afraid to take on bigger challenges and can see how my career can develop for the next 5 years. Thank you, Yvonne.”*

**Leah Stiff - Head of Alliances - ANS Group**

### Key Details

#### Perfect for:

- Individuals who are transitioning from a high-performing individual contributor to leading a team.
- Individuals who want to enhance their career, or have come to a crossroad and don't know which direction to take.

#### Delivered:

 ✓ In Person

 ✓ Virtual

#### Duration:

 3 to 6 months

#### Investment:

From £1,500 to £3,000 +VAT depending on duration. Includes 360 feedback and an LEP Profile.



## 2. Exec Coaching and Mentoring

Designed for founders, entrepreneurs, executives or leaders who have come to a crossroads and need help deciding where to go, are struggling with a specific challenge that needs working through or wants to increase their performance through upskilling or changing certain behaviours.

We will start with an initial scoping session to discuss the goals, expectations and focus areas. If required, we may also conduct a 360 review with selected co-workers.

Combining our vast personal experience with several coaching tools and techniques, we will work through all of the areas one by one, working on areas such as self-awareness, adaptability and communication, increasing your confidence and improving your performance.

We will also be available via email or phone during the engagement.

*“ 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:


- Executives or leaders who have come to a crossroads and need help deciding where to go, are struggling with a specific challenge that needs working through or wants to increase their performance through upskilling or changing certain behaviours.

#### Delivered:

 ✓ In Person

 ✓ Virtual

#### Duration:

 3 to 6 months

#### Investment:

From £2,500 to £5,000 +VAT depending on duration. Includes 360 feedback and an LEP Profile.





### 3. Individual Coaching

**Designed for individuals, executives or leaders who need help or support working through a specific challenge or issue or want a sparring partner to help them achieve their goals by holding them to account and keeping them moving forward.**

During these sessions, the individual is responsible for providing the topic or challenge they wish to work through.

Combining our vast personal experience with several coaching tools and techniques, we will work through any challenge or issue you may have, getting you to a suitable resolution.

The individual 1:1 coaching sessions can be used as a one-off or to top up a development programme.

*“Yvonne has been instrumental in my career development within the tech industry. My role includes heavy communication with everyone in the company, from the CEO to the interns, with a vast range of communication styles which I had always found daunting, especially when dealing with the people at the head of the company. Not only have I excelled in my career, been promoted twice, taken on an assistant, and used the skills I've gained to then give her the ability to let her flourish, too, but I've also grown in confidence myself, and Yvonne has played a huge part of that.”*

**Susan Paradine - Finance & Payroll Manager -Glassbox**

#### Key Details

##### Perfect for:


- Individuals, execs or leaders who need help or support working through a specific challenge or issue.
- Individuals, execs or leaders who want a sparring partner to help them achieve their goals by holding them to account and keeping them moving forward.

##### Delivered:

  In Person

  Virtual

##### Duration:

 60, 90 or 120 mins

##### Investment:

From £250 to £500 + VAT depending on duration.



## 4. Team Coaching

Designed for teams who need help or support working through a specific challenge or issue or want a sparring partner to help them achieve their goals by holding them to account and keeping them moving forward.

During these sessions, the team is responsible for providing the topic or challenge they wish to work through.

Combining our vast personal experience with several coaching tools and techniques, we will work through any challenge or issue you may have, getting you to a suitable resolution.

The team coaching sessions can be used as a one-off to top up or reinforce a development programme.

“ 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. We very much look forward to continuing this successful collaboration for many years to come. ”

**Charlotte Pascual - CPO - Stemettes**

### Key Details

#### Perfect for:


- Teams who need help or support working through a specific challenge or issue.
- Teams who want a sparring partner to help them achieve their goals by holding them to account
- Teams in the need of reinforcement coaching.

#### Delivered:

 ✓ In Person

 ✓ Virtual

#### Duration:

 60, 90, 120 mins, half and full days.

#### Investment:

From £750 + VAT

## COACHING SERVICES

SERVICE	DESCRIPTION	RATE
Career and Emerging Leader	3 month individual coaching program	£1,500 + VAT
Career and Emerging Leader	6 month individual coaching program	£3,000 + VAT
Exec Coaching and Mentoring	3 month individual coaching program	£2,500 + VAT
Exec Coaching and Mentoring	6 month individual coaching program	£5,000 + VAT
Individual Coaching	60 minute one to one session	£250 + VAT
Individual Coaching	90 minute one to one session	£375 + VAT
Individual Coaching	120 minute one to one session	£500 + VAT
Team Coaching	60 minute team coaching session up to 12 people	£750 + VAT
Team Coaching	90 minute team coaching session up to 12 people	£1,250 + VAT
Team Coaching	120 minute team coaching session up to 12 people	£1,500 + VAT
Coach as a Service	60 minute coaching sessions for up to 6 people a day - one to four days	£1,500 + VAT (per day)
Coach as a Service	60 minute coaching sessions for up to 6 people a day - five or more days	£1,200 + VAT (per day)

Note: Individual coaching costs are based on being delivered virtually, unless agreed otherwise. Travel for group coaching is only covered within the M25.



# NEXT STEPS

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

Email: [info@coachere.com](mailto:info@coachere.com)

Call: 07793 774403

[www.coachere.com](http://www.coachere.com)

