



KNOWING POINT[™]



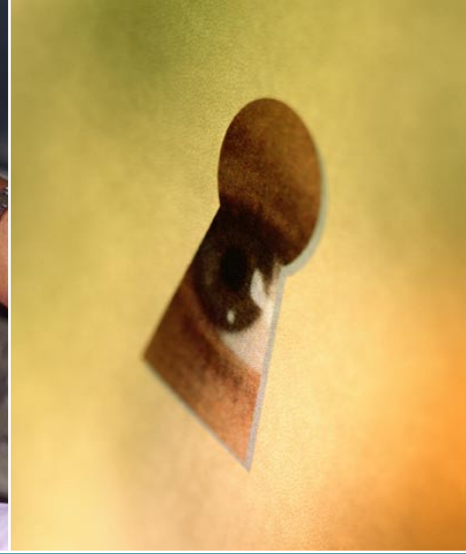
candid, caring, confidential

COACHING THE WORKPLACE WITHIN

fast measurable results

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What is Vector Coaching?

An intense, close-in development process which lasers in on the 'real' issues to deliver fast, measurable results. Vector coaching fits best when the focus is on thinking one's way into new ways of behaving. Our style is direct, supportive, and confidential. The work is raising awareness, changing perceptions and shifting beliefs. The outcome is lasting positive change in behavior.

*Performance focused.
Immediate impact.
Profound results.*

One of the challenges faced by executives being coached is that once the conversation starts, the rest of their life shows up. Many dilemmas and opportunities arise in the pursuing the answers to "what do I need to do?" and "who do I need to be?"

The tipping point between personal and professional issues will ultimately determine if changes in behavior translate into sustainable business outcomes.

You need help when:

- technical skills and sheer hard work alone doesn't drive next level performance.
- past investments in training fall short of desired outcomes.
- identifying 'what' to change is hindered by not knowing 'how' to do it.

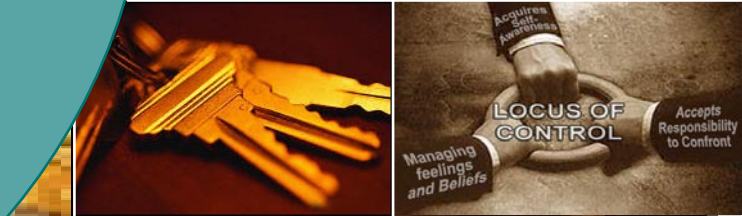
Vector Coaching:

- is a proven way to coach the workplace within.
- pinpoints what's missing, what's needed and what's next.
- is a performance accelerator.

We understand business.

We help people succeed.

Leverage a
proven approach
to better *executive*
performance and
measurable
results.



Why Vector Coaching?

Our Coaches

Our expert team of coaches offer a savvy blend of business experience and advanced skills in psychology and executive coaching. We are adept at developing trust, identifying core issues and holding confidences. We believe that new possibilities require the consideration of the past without being limited by it. Our relationships regularly evolve into genuine partnerships.

We believe executive coaching requires an individualized and customized approach. The Knowing Point coaches demand the highest standards and guarantees results without compromise.

“Working with the Knowing Point team has been an experience that has surpassed my greatest expectations. When this program was offered to me I was a complete skeptic, but have to admit that I have obtained a great deal more than what seemed reasonable to expect. Over the years, I’ve attended lots of executive development workshops and tinkered with many behavioral techniques, yet I knew deep inside something was missing. It was damn difficult to face the issues reoccurring in my career and grow a new skin. If you really want to learn, can handle getting powerful feedback and someone asking some pretty probing questions, work with this process! I did and discovered the missing piece—the results can be seen in my team, my business and, most importantly, my family!”

PERFORMANCE and collaboration - individual and organizational - is at the heart of everything we. We don't beat around the bush and we refuse to waste time and money - yours or ours. We are about tackling and resolving your toughest issues.

In your company.
In your career.
In your life.

Guaranteed!

PARTICIPANT

Vice President, R&D
Global Cosmetics Company
Long Island, New York



OTHER COACHING LEVELS

Integration Coaching

This coaching service is designed for individuals who participate in one of our programs or custom solutions. It is best for program participants who benefit from a combination of individual and structured learning. This support allows an individual to prepare for, and build on Knowing Point program tools, such as assessments, feedback exercises, and goal-setting. Working closely with a Knowing Point coach provides encouragement and expertise at a time when it may be difficult to stay focused on goals – and when an appropriate level of support may not be readily available elsewhere.

“I have a mentor inside my company, yet this coaching offers a different perspective. The effort you spent with my team even before the workshop began ensured that each of us walked away with something useful and meaningful. You showed a keen desire to understand the experience and knowledge of my team members, as well as the demands of our work situations. Your approachable manner and respect for each of our internal processes engaged us quickly in a thought-provoking and powerful pre and post workshop sessions. The experience you bring having worked with people in a lot of different companies is a plus. I personally have benefited greatly from this coaching program, as well as my company.”

V.P. Operations, Pharmaceutical

Leadership Coaching

“The Knowing Point coaching team has provided a source of confidential support, generous amounts of information, practical advice, and encouragement that has been invaluable to me. Assuming leadership of an organization in crisis has been challenging. One of my wisest decisions has been to get to help negotiating my way. My primary coach has been able to draw on an extensive array of resources. I highly recommend this coaching service. These people know how to ask the right questions so that I can make sound choices and translate my good ideas into action.”

President, Architectural Company

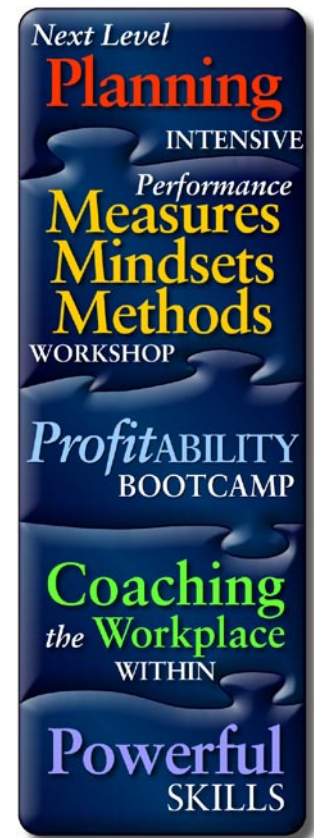
We provide leadership coaching as a critical tool in support of organizational change. Our role is to accelerate changes in people and teams by facilitating the discovery and development of potential that might otherwise go untapped. Through our proven leadership coaching, we help leaders and their teams clarify their visions, beliefs, and values, stretching their capacity to lead and influence. In changing from ‘command-and-control’ to ‘high commitment,’ we support leadership development that embraces change and encourages learning.

About Knowing Point, LLC

The mission of Knowing Point

is to help organizations of all sizes dramatically increase profitABILITY by powerfully connecting learning, teaming and performing behaviors to measurable results.

Our approaches are results-driven and based on modern work theory, common sense, and wisdom. Our high impact, collaborative work has brought our clients quantum outcomes, including: increased profits, lower costs, higher quality and speed of delivery, and greater employee and customer satisfaction.



Having the right combination of skills, focus, and commitment to grow your business is a workforce development puzzle we can help you solve. Knowing Point will work with you to identify the pieces to your puzzle and leverage them together to create business outcomes far greater than the sum of their parts.