

executive coaching for business owners podcast

Introduction:

Are you a business owner feeling overwhelmed, stuck, or unsure of your next steps? Executive coaching can provide the clarity and strategic guidance you need to navigate challenges and achieve sustainable growth. This article explores the benefits of executive coaching specifically tailored for business owners, offering insights from our insightful podcast, "Executive Coaching for Business Owners." Discover how executive coaching can unlock your leadership potential and propel your business to new heights. We'll delve into practical strategies, real-world examples, and answer frequently asked questions to help you determine if executive coaching is the right investment for your success.

Article Outline:

I. Understanding the Unique Needs of Business Owner Coaching:

- A. The pressures and challenges faced by business owners.
- B. How executive coaching differs from traditional business consulting.
- C. Identifying the specific skills and knowledge gaps that coaching addresses.

II. Key Benefits of Executive Coaching for Business Owners:

- A. Improved decision-making and strategic thinking.
- B. Enhanced leadership skills and team management.
- C. Increased self-awareness and emotional intelligence.
- D. Better work-life balance and stress management.
- E. Accountability and goal attainment.

III. Finding the Right Executive Coach:

- A. Identifying your specific coaching needs.
- B. The importance of chemistry and a good coach-client relationship.
- C. Vetting potential coaches and reviewing credentials.
- D. Different coaching styles and approaches.

IV. Maximizing the Return on Investment (ROI) of Executive Coaching:

- A. Setting clear goals and expectations.
- B. Active participation and commitment from the business owner.
- C. Measuring progress and adjusting strategies as needed.
- D. Integrating coaching insights into daily operations.

Article Content:

Understanding the Unique Needs of Business Owner Coaching

The pressures and challenges faced by business owners.

Business owners often juggle multiple roles – CEO, salesperson, marketing manager, and more – leading to immense pressure and potential burnout. They face financial uncertainties, competition, and the constant need to adapt to market changes. This multifaceted role requires a unique support system.

How executive coaching differs from traditional business consulting.

Executive coaching focuses on the individual business owner's development, addressing their leadership style, decision-making processes, and personal effectiveness. Consulting, on the other hand, typically focuses on specific business problems or processes. Coaching empowers the owner to find their own solutions, while consulting often provides prescribed solutions.

Identifying the specific skills and knowledge gaps that coaching addresses.

Coaching helps identify gaps in areas like strategic planning, delegation, communication, conflict resolution, and financial management. It provides customized strategies to improve these skills, empowering the business owner to lead more effectively and efficiently.

Key Benefits of Executive Coaching for Business Owners

Improved decision-making and strategic thinking.

Executive coaching equips business owners with frameworks and tools for analyzing complex situations, making informed decisions, and developing robust strategies for long-term success.

Enhanced leadership skills and team management.

Coaching helps refine leadership styles, improve communication, build stronger teams, and foster a positive and productive work environment. This

leads to increased employee engagement and improved overall performance.

Increased self-awareness and emotional intelligence.

Understanding one's strengths, weaknesses, and emotional responses is crucial for effective leadership. Coaching promotes self-reflection and helps develop emotional intelligence, enabling better relationships and conflict management.

Better work-life balance and stress management.

The demands of running a business can lead to burnout. Coaching helps business owners prioritize their well-being, develop stress management techniques, and achieve a healthier work-life balance.

Accountability and goal attainment.

A skilled coach provides accountability and support, helping business owners stay focused on their goals, overcome obstacles, and achieve desired outcomes.

Finding the Right Executive Coach

Identifying your specific coaching needs.

Before beginning your search, clearly define your goals for coaching. What areas need improvement? What challenges are you facing? This clarity will guide your selection process.

The importance of chemistry and a good coach-client relationship.

A strong coach-client relationship built on trust and mutual respect is essential for success. Choose a coach with whom you feel comfortable sharing your vulnerabilities and receiving honest feedback.

Vetting potential coaches and reviewing credentials.

Research potential coaches thoroughly, reviewing their experience, qualifications, client testimonials, and coaching style. Look for certifications and evidence of successful outcomes.

Different coaching styles and approaches.

Different coaches utilize different methodologies. Some are more directive, while others take a more facilitative approach. Identify the coaching style that best suits your learning preferences and personality.

Maximizing the Return on Investment (ROI) of Executive Coaching

Setting clear goals and expectations.

Establish clear, measurable, achievable, relevant, and time-bound (SMART) goals for the coaching engagement. This provides a framework for tracking progress and measuring success.

Active participation and commitment from the business owner.

The success of executive coaching depends heavily on the business owner's active participation and commitment to the process. This includes completing assignments, practicing new skills, and actively applying coaching insights.

Measuring progress and adjusting strategies as needed.

Regular check-ins and progress reviews are crucial to ensure the coaching is on track and adjustments are made as needed. Flexibility and adaptation are key to maximizing ROI.

Integrating coaching insights into daily operations.

The ultimate goal is to integrate the lessons learned through coaching into daily business operations, leading to lasting improvements in leadership, management, and overall business performance.

Conclusion:

Investing in executive coaching can be a transformative experience for business owners. By addressing unique challenges, improving leadership skills, and fostering self-awareness, executive coaching helps unlock the potential for sustainable growth and success. The return on investment can be substantial, leading to increased profitability, improved employee

engagement, and a more fulfilling business journey. Don't hesitate to explore this powerful tool for your own personal and professional development.

Frequently Asked Questions (FAQs):

Q: How much does executive coaching cost? A: The cost varies depending on the coach's experience, the length of the engagement, and the intensity of the sessions. It's an investment, but the potential ROI can be significant.

Q: How long does executive coaching take? A: The duration can range from a few months to a year or more, depending on the individual's goals and progress.

Q: Is executive coaching right for me? A: If you're feeling overwhelmed, facing challenges in your business, or seeking personal and professional growth, executive coaching may be a valuable investment.

Q: What if I don't see results? A: A good coach will work with you to adjust strategies and ensure you're getting the support you need. Open communication and collaboration are key.

Related Keywords:

Business coaching, leadership coaching, executive coaching podcast, small business coaching, entrepreneur coaching, business owner challenges, leadership development, strategic planning, stress management, work-life balance, goal setting, ROI of coaching, finding a coach, coaching styles.

executive coaching for business owners podcast: Scaling Up Verne Harnish, 2014 In this guide, Harnish and his co-authors share practical tools and techniques to help entrepreneurs grow an industry -- dominating business without it killing them -- and actually have fun. Many growth company leaders reach a point where they actually dread adding another customer, employee, or location. It feels like they are just adding more weight to an ever-heavier anchor they are dragging through the sand. To make matters worse, the increased revenues have not turned into more profitability, so at some point they wonder if the journey is worth the effort. This book focuses on the four major decisions every company must get right: People, Strategy, Execution and Cash. The book includes a series of One-Page tools including the One-Page Strategic Plan and the Rockefeller Habits Execution Checklist, which more than 40,000 firms around the globe have used to scale their companies successfully.

executive coaching for business owners podcast: Talking to 'Crazy' Mark Goulston, 2018-07-10 No matter how hard you try to reason with irrational people, it never works. So how do you talk to someone who just won't listen? You can't win by ignoring the insanity, and you can't argue it away. However, you can stop it cold. Top-ranked psychiatrist and communication expert Mark Goulston shows you just how to do so in this life-changing book for everyone trapped in maddening personal or professional relationships. Goulston unlocks the mysteries of the irrational mind, and explains how faulty thinking patterns develop. His keen insights are matched by a set of counterintuitive strategies proven to defuse crazy behavior, along with scripts, examples, and exercises that teach you how to use them. In Talking to "Crazy", you will learn: Why people act the

way they do How instinctive responses can exacerbate the situation, and what to do instead When to confront a problem and when to walk away How to activate the Sanity Cycle, which quickly transforms you from threat to ally How to use 14 simple yet effective communication techniques, including assertive submission flattery, the kiss-off, and more You can't reason with unreasonable people, but you can reach them. Talking to "Crazy" shows you just how easy it is to do it.

executive coaching for business owners podcast: *Reboot* Jerry Colonna, 2019-06-18 One of the start-up world's most in-demand executive coaches—hailed as the "CEO Whisperer" (Gimlet Media)—reveals why radical self-inquiry is critical to professional success and healthy relationships in all realms of life. Jerry Colonna helps start-up CEOs make peace with their demons, the psychological habits and behavioral patterns that have helped them to succeed—molding them into highly accomplished individuals—yet have been detrimental to their relationships and ultimate well-being. Now, this venture capitalist turned executive coach shares his unusual yet highly effective blend of Buddhism, Jungian therapy, and entrepreneurial straight talk to help leaders overcome their own psychological traumas. *Reboot* is a journey of radical self-inquiry, helping you to reset your life by sorting through the emotional baggage that is holding you back professionally, and even more important, in your relationships. Jerry has taught CEOs and their top teams to realize their potential by using the raw material of their lives to find meaning, to build healthy interpersonal bonds, and to become more compassionate and bold leaders. In *Reboot*, he inspires everyone to hold themselves responsible for their choices and for the possibility of truly achieving their dreams. Work does not have to destroy us. Work can be the way in which we achieve our fullest self, Jerry firmly believes. What we need, sometimes, is a chance to reset our goals and to reconnect with our deepest selves and with each other. *Reboot* moves and empowers us to begin this journey.

executive coaching for business owners podcast: *Chief Maker* Greg Layton, 2017-09-13 This book is about much more than getting a executive-level promotion. It's about much more than being a high-impact Chief Executive Officer. It's about taking back control. It's about becoming the Chief Executive of your life. With the steps contained in this book you'll start to enjoy a more rewarding career and life.

executive coaching for business owners podcast: *Becoming a Coaching Leader* Daniel Harkavy, 2010-06-28 As a leader, a coach is the most significant role you can play. Discover how coaching makes developing people a high-payoff activity where you can equip tomorrow's leaders, today. As a coach to some of the country's highest-profile executives, Daniel Harkavy has witnessed the transformation - both professional and personal - that comes when leaders utilize coaching to turn their paycheck-driven teams into cultures of vibrant and successful growth. Since founding his company Building Champions Inc. in 1996, Harkavy and his team have coached thousands and shared their knowledge by certifying coaching leaders across the country. Now, in this strategic and thought-provoking guide, he shares his proven strategy for improving your team's performance while raising quality of life inside and outside of the office. In *Becoming a Coaching Leader*, you will learn: the core four foundations to every coaching strategy, the most powerful leadership tools you can and should leverage, and the key behaviors and disciplines of successful coaching leaders. *Becoming a Coaching Leader* shows you how to leverage coaching techniques to equip tomorrow's leaders and pave a lasting leadership legacy.

executive coaching for business owners podcast: *Work Made Fun Gets Done!* Bob Nelson, Felix Mario Tamayo, 2021-05-11 Bob Nelson, author of the multimillion-copy bestseller *1001 Ways to Reward Employees*, and human performance expert Mario Tamayo offer hundreds of practical, creative tips for helping employees—and their managers—make work more fun. According to the employees that work for firms listed in *Fortune's* "100 Best Companies to Work for in America," the most defining characteristic of these organizations is they are all "fun" places to work. Fun is the secret sauce every business needs to better engage and motivate its employees today. *Work Made Fun Gets Done!* gives readers simple, practical ideas for instantly bringing fun into their work and workplace. Based on examples from scores of companies like Zoom, Pinterest, Bank of America, Zappos, Honda, Microsoft, and many more, this book provides clear examples of exactly what

managers and employees alike can do to lighten the tone in the work environment and allow employees to have more fun at work. From AAA's "Dump a Dog" program where workers can pass their least-wanted project on to their manager and Houzz's complimentary office slippers to CARFAX's themed-wardrobe Zoom meetings and Google's company-approved Nerf-gun battles and paper airplane contests, you'll find dozens of ideas you can immediately adapt and implement in your own workplace. Work and fun have typically been considered polar opposites, but this book proves they can be integrated in ways that produce more motivated workers—and exceptional results.

executive coaching for business owners podcast: *You Are Awesome* Neil Pasricha, 2019-11-05 An instant #1 international bestseller! From Neil Pasricha—New York Times, million-copy bestselling author of The Book of Awesome series and The Happiness Equation, thought leader for the next generation, and one of the most popular TED speakers in the world—comes a revelatory and inspiring book that will change the way we view failure and help us build resilience. Why is life getting harder instead of easier? How do I get back up after life knocks me down? And how do I grow stronger and live more intentionally? We no longer have the tools to handle failure...or even perceived failure. When we fall, we lie on the sidewalk crying. When we spill, we splatter. When we crack, we shatter. We are turning into an army of porcelain dolls. Cell phones show us we're never good enough. Yesterday's butterflies are tomorrow's panic attacks. Record numbers suffer from anxiety, depression, and loneliness. What do we need to learn? RESILIENCE. And we need to learn it fast. Let this #1 international bestseller teach you: -The 2-minute morning practice that helps eliminate stress -What every commencement speech gets wrong -3 questions that help tell yourself a different story -The single word that keeps your options open after failure -Why you need an Untouchable Day (and how to get one) ...and much, much more! Because the truth is, you really are awesome.

executive coaching for business owners podcast: Leading Below the Surface LaTonya Wilkins, 2021-10-04 Real connections within teams can create a culture shift for an entire company. Leading Below the Surface illustrates this vision, taking a radical stance against the surface-ness of corporate culture and exploring how highly rewarded behaviors are actually destroying organizations, blocking us all from creating truly diverse, equitable, and inclusive cultures of belonging. This book is not a step-by-step instructional guide or dry academic theory. With a foreword by Amy Edmondson, author and Novartis Professor of Leadership at Harvard Business School, this book is inspired by organizational culture research, social psychology and neuroscience frameworks. Leading Below the Surface is a compass for the purpose-driven and forward-thinking leader. It merges true stories from the lived experiences of culture leader LaTonya Wilkins with actionable insights backed by dynamic interdisciplinary research. Just like she has done for hundreds of coaching and organizational clients, LaTonya effectively coaches you through this transformation through each engaging chapter. Leading Below the Surface disrupts the way we think about traditional leadership constructs and the diversity, equity, and inclusion initiatives that have failed to make lasting change. The wisdom in these pages is powerful enough to not only change the way we think about corporate culture, but will instantly activate opportunities for the individual looking to advance their career while remaining authentic to who they are.

executive coaching for business owners podcast: EntreLeadership Dave Ramsey, 2011-09-20 From the New York Times bestselling author of The Total Money Makeover and radio and podcast host Dave Ramsey comes an informative guide based on how he grew a successful, multimillion dollar company from a card table in his living room. Your company is only as strong as your leaders. These are the men and women doing battle daily beneath the banner that is your brand. Are they courageous or indecisive? Are they serving a motivated team or managing employees? Are they valued? Your team will never grow beyond you, so here's another question to consider—are you growing? Whether you're sitting at the CEO's desk, the middle manager's cubicle, or a card table in your living-room-based start-up, EntreLeadership provides the practical, step-by-step guidance to grow your business where you want it to go. Dave Ramsey opens up his

championship playbook for business to show you how to: -Inspire your team to take ownership and love what they do -Unify your team and get rid of all gossip -Handle money to set your business up for success -Reach every goal you set -And much, much more! EntreLeadership is a one-stop guide filled with accessible advice for businesses and leaders to ensure success even through the toughest of times.

executive coaching for business owners podcast: *Right Within* Minda Harts, 2021-10-05 From the powerhouse author of *The Memo*, the essential self-help book for women of color to heal—and thrive—in the workplace In workplaces nationwide, women of color need frank talk and honest advice on how to deal with microaggressions, heal from racialized trauma, and find relief from invisible workplace burdens. Filled with Minda Harts's signature wit and warmth, *Right Within* offers strategies for women of color to speak up during racialized moments with managers and clients, work through past triggers they may not even know still cause pain, and reframe past career disappointments as opportunities to grow into a new path. Through action points, exercises, and clear-eyed coaching, Harts encourages women to summon hidden reserves of strength and courage. She includes advice from therapists and faith leaders of color on a full range of ways to heal. *Right Within* will help women of color strengthen their resolve across corporate America, ensuring that we can all, finally, rise together.

executive coaching for business owners podcast: *The Self-Employed Life* Jeffrey Shaw, 2021-05-04 Caught between entrepreneurship and small business, self-employed people often feel overlooked and left out. Host of the *The Self-Employed Life* podcast, Jeffrey Shaw believes that as we develop ourselves, we raise the bar - we're capable of even more success. This book is all about creating the environment, the Self-Employed Ecosystem, to attract the success you want. Shaw plots a path forward for the solopreneur who knows that small is better. He shows you how you can set up your environment to create the success you want.

executive coaching for business owners podcast: *Wow in the World: Two Whats?! and a Wow! Think & Tinker Playbook* Mindy Thomas, Guy Raz, 2020-06-30 From the creators of the #1 kids podcast *Wow in the World* comes an 80-page quiz book based on their daily game show, *Two Whats?! and a Wow!*

executive coaching for business owners podcast: *What Works in Executive Coaching* Erik de Haan, 2021-04-06 This book reviews the full coaching outcome research literature to examine the arguments and evidence behind the use of executive coaching. Erik de Haan presents the definitive guide to what works in coaching and what changes coaching brings about, both for individual coaches and for organisations and commissioners. Accessibly written and based on contemporary quantitative research into coaching effectiveness, this book considers whether we know that coaching works, and, if so, whom it works for, and what it offers to those involved. *What Works in Executive Coaching* considers the entire body of academic literature on quantitative research in executive and workplace coaching, assessing the significant results and explaining how to apply them. Each chapter contains direct applications to coaching practice and clearly evaluates the evidence, defining what really works in executive coaching. Alongside its companion volume *Critical Moments in Executive Coaching*, this book is an essential guide to evidence-based effectiveness in coaching. It will be a key text for all coaching practitioners, including those in training.

executive coaching for business owners podcast: *Illuminate* Nancy Duarte, Patti Sanchez, 2016-02-16 'Illuminate' demonstrates how, though the power of persuasive communication, one can turn an idea into a movement, as compared with the likes of Steve Jobs, Dr. Martin Luther King, Jr., Starbucks, IBM, and more.

executive coaching for business owners podcast: *The Introvert Entrepreneur* Beth Buelow, 2015-11-03 A practical guide to help introverts harness their natural gifts and entrepreneurial spirit Think you have to be loud and brash to be successful in business? Think again. The strengths and traits of the typical introvert lend themselves well to entrepreneurship, as well as "intrapreneurship" and a range of business roles. In *The Introvert Entrepreneur*, professional coach Beth Buelow shows readers how to harness their natural gifts (including curiosity, independence, and a love of research)

and counteract their challenges (such as an aversion to networking and self-promotion). She addresses a wide range of topics --from managing fears and expectations and developing a growth mindset to networking, marketing, leadership skills, and community-building--informed by interviews with introverts who have created successful businesses without compromising their core personality. Filled with fresh insights and actionable advice, this essential guide will support anyone who's striving to make a difference in a loud and chaotic world.

executive coaching for business owners podcast: The Vision Driven Leader Michael Hyatt, 2020-03-31 Having a clear, compelling vision--and getting buy-in from your team--is essential to effective leadership. If you don't know where you're going, how on earth will you get there? But how do you craft that vision? How do you get others on board? And how do you put that vision into practice at every level of your organization? In The Vision Driven Leader, New York Times bestselling author Michael Hyatt offers six tools for crafting an irresistible vision for your business, rallying your team around the vision, and distilling it into actionable plans that drive results. Based on Michael's 40 years of experience as an entrepreneur and executive, backed by insights from organizational science and psychology, and illustrated by case studies and stories from multiple industries, The Vision Driven Leader takes you step-by-step from why to what and then how. Your business will never be the same.

executive coaching for business owners podcast: The Great Mental Models, Volume 1 Shane Parrish, Rhiannon Beaubien, 2024-10-15 Discover the essential thinking tools you've been missing with The Great Mental Models series by Shane Parrish, New York Times bestselling author and the mind behind the acclaimed Farnam Street blog and "The Knowledge Project" podcast. This first book in the series is your guide to learning the crucial thinking tools nobody ever taught you. Time and time again, great thinkers such as Charlie Munger and Warren Buffett have credited their success to mental models--representations of how something works that can scale onto other fields. Mastering a small number of mental models enables you to rapidly grasp new information, identify patterns others miss, and avoid the common mistakes that hold people back. The Great Mental Models: Volume 1, General Thinking Concepts shows you how making a few tiny changes in the way you think can deliver big results. Drawing on examples from history, business, art, and science, this book details nine of the most versatile, all-purpose mental models you can use right away to improve your decision making and productivity. This book will teach you how to: Avoid blind spots when looking at problems. Find non-obvious solutions. Anticipate and achieve desired outcomes. Play to your strengths, avoid your weaknesses, ... and more. The Great Mental Models series demystifies once elusive concepts and illuminates rich knowledge that traditional education overlooks. This series is the most comprehensive and accessible guide on using mental models to better understand our world, solve problems, and gain an advantage.

executive coaching for business owners podcast: Humble Leadership Edgar H. Schein, Peter A. Schein, 2018-08-14 The more traditional forms of leadership that are based on static hierarchies and professional distance between leaders and followers are growing increasingly outdated and ineffective. As organizations face more complex interdependent tasks, leadership must become more personal in order to insure open trusting communication that will make more collaborative problem solving and innovation possible. Without open and trusting communications throughout organizations, they will continue to face the productivity and quality problems that result from reward systems that emphasize individual competition and "climbing the corporate ladder". Authors Edgar Schein and Peter Schein recognize this reality and call for a reimagined form of leadership that coincides with emerging trends of relationship building, complex group work, diverse workforces, and cultures in which everyone feels psychologically safe. Humble Leadership calls for "here and now" humility based on a deeper understanding of the constantly evolving complexities of interpersonal, group and intergroup relationships that require shifting our focus towards the process of group dynamics and collaboration. Humble Leadership at all levels and in all working groups will be the key to achieving the creativity, adaptiveness, and agility that organizations will need to survive and grow.

executive coaching for business owners podcast: *Hiring for Diversity* Arthur Woods, Susanna Tharakan, 2021-07-27 You want to build a more diverse organization, but how will you shift your hiring practices? Learn the playbook from the world's top talent executives and the global leader in diversity recruiting. *Hiring for Diversity: The Guide to Building an Inclusive and Equitable Organization* brings together the most cutting-edge practices for implementing a diversity hiring strategy that leaves your organization with a comprehensive view and an actionable plan. Using the author's research-backed Equal Hiring Index ® and work with hundreds of leading employers, the book offers readers the most actionable examples of the policies and practices that inclusive hiring leaders employ today. You'll learn: How to take stock of your existing hiring and retention practices to identify the most urgent and high impact opportunities Where to enact tactical changes to your hiring practices and policies that will reduce bias and improve accessibility How to develop a comprehensive diversity sourcing strategy by building a holistic understanding of underrepresented communities How to shift the mindset and behavior of people in your organization to collectively advance your diversity hiring efforts How to measure your progress and report your impact in your diversity hiring Perfect for human resources professionals, managers, executives, and board members, and existing and aspiring leaders passionate about diversity, *Hiring for Diversity* will also earn a prominent spot on the bookshelves of anyone interested in making the company they work in more inclusive, fair, and equitable.

executive coaching for business owners podcast: Business Made Simple Donald Miller, 2021-01-19 Is this blue book more valuable than a business degree? Most people enter their professional careers not understanding how to grow a business. At times, this makes them feel lost, or worse, like a fraud pretending to know what they're doing. It's hard to be successful without a clear understanding of how business works. These 60 daily readings are crucial for any professional or business owner who wants to take their career to the next level. New York Times and Wall Street Journal bestselling author, Donald Miller knows that business is more than just a good idea made profitable – it's a system of unspoken rules, rarely taught by MBA schools. If you are attempting to profitably grow your business or career, you need elite business knowledge—knowledge that creates tangible value. Even if you had the time, access, or money to attend a Top 20 business school, you would still be missing the practical knowledge that propels the best and brightest forward. However, there is another way to achieve this insider skill development, which can both drastically improve your career earnings and the satisfaction of achieving your goals. Donald Miller learned how to rise to the top using the principles he shares in this book. He wrote *Business Made Simple* to teach others what it takes to grow your career and create a company that is healthy and profitable. These short, daily entries and accompanying videos will add enormous value to your business and the organization you work for. In this sixty-day guide, readers will be introduced to the nine areas where truly successful leaders and their businesses excel: Character: What kind of person succeeds in business? Leadership: How do you unite a team around a mission? Personal Productivity: How can you get more done in less time? Messaging: Why aren't customers paying more attention? Marketing: How do I build a sales funnel? Business Strategy: How does a business really work? Execution: How can we get things done? Sales: How do I close more sales? Management: What does a good manager do? *Business Made Simple* is the must-have guide for anyone who feels lost or overwhelmed by the modern business climate, even if they attended business school. Learn what the most successful business leaders have known for years through the simple but effective secrets shared in these pages. Take things further: If you want to be worth more as a business professional, read each daily entry and follow along with the free videos that will be sent to you after you buy the book.

executive coaching for business owners podcast: Restaurant Prosperity Formula(TM) David Scott Peters, 2020-01-28 Drawing on his decades of experience as a restaurateur, David Scott Peters offers this specific, hands-on guidebook for independent restaurant owners. Focusing on the operational and cultural aspects of running a restaurant, Peters offers a system--the Restaurant Prosperity Formula(TM)--that allows these businesses to not only survive but thrive in one of the

world's most competitive industries. In this book (which the author calls the most comprehensive restaurant owner manual you've ever read), restaurant owners will learn the fundamentals needed to accomplish three goals: simplifying operations, making more money than ever before, and bringing balance back to their lives so they can enjoy the benefits of the first two goals! David's no-nonsense approach strips down all the excuses and doubts in our heads as operators and then gives you the paint-by-numbers plan to make real change in your restaurant. The systems that are outlined in this book are both relevant and practical on their own, but David takes it a step further by teaching you how to implement them in your business and whom you need on your team to be successful. - Brad Hackert, director of restaurant operations, Flora-Bama Foundation, systems, profitability, accountability, and actionable steps--this book has it all from a true industry expert! - Darren S. Denington, CFBE, president, Service with Style Think of this book as your personal, one-of-a-kind treasure map with a clearly marked path and a big X where the gold is. Bring your shovel because you'll be doing some digging. - Kamron Karington, founder and CEO, Repeat Returns

executive coaching for business owners podcast: Thirst Scott Harrison, 2018-10-02 NEW YORK TIMES BESTSELLER • An inspiring personal story of redemption, second chances, and the transformative power within us all, from the founder and CEO of the nonprofit charity: water. At 28 years old, Scott Harrison had it all. A top nightclub promoter in New York City, his life was an endless cycle of drugs, booze, models—repeat. But 10 years in, desperately unhappy and morally bankrupt, he asked himself, What would the exact opposite of my life look like? Walking away from everything, Harrison spent the next 16 months on a hospital ship in West Africa and discovered his true calling. In 2006, with no money and less than no experience, Harrison founded charity: water. Today, his organization has raised over \$750 million to bring clean drinking water to more than 17.4 million people around the globe. In Thirst, Harrison recounts the twists and turns that built charity: water into one of the most trusted and admired nonprofits in the world. Renowned for its 100% donation model, bold storytelling, imaginative branding, and radical commitment to transparency, charity: water has disrupted how social entrepreneurs work while inspiring millions of people to join its mission of bringing clean water to everyone on the planet within our lifetime. In the tradition of such bestselling books as Shoe Dog and Mountains Beyond Mountains, Thirst is a riveting account of how to build a better charity, a better business, a better life—and a gritty tale that proves it's never too late to make a change. 100% of the author's net proceeds from Thirst will go to fund charity: water projects around the world.

executive coaching for business owners podcast: The Mindset of a Sales Warrior Jason Saunders Forrest, 2019-10 The Mindset of a Sales Warrior encompasses Jason Forrest's 40 years of learning and experience. Through 42 transformational strategies you'll learn the beliefs of how you can become a true sales warrior. Each life changing strategy comes with real world application and dives into what it means to think, act, and sell like the top 1%.

executive coaching for business owners podcast: Executive Presence Sylvia Ann Hewlett, 2014-06-03 Are you “leadership material?” More importantly, do others perceive you to be? Sylvia Ann Hewlett, a noted expert on workplace power and influence, shows you how to identify and embody the Executive Presence (EP) that you need to succeed. You can have the experience and qualifications of a leader, but without executive presence, you won't advance. EP is an amalgam of qualities that true leaders exude, a presence that telegraphs you're in charge or deserve to be. Articulating those qualities isn't easy, however. Based on a nationwide survey of college graduates working across a range of sectors and occupations, Sylvia Hewlett and the Center for Talent Innovation discovered that EP is a dynamic, cohesive mix of appearance, communication, and gravitas. While these elements are not equal, to have true EP, you must know how to use all of them to your advantage. Filled with eye-opening insights, analysis, and practical advice for both men and women, mixed with illustrative examples from executives learning to use the EP, Executive Presence will help you make the leap from working like an executive to feeling like an executive.

executive coaching for business owners podcast: Read to Lead Jeff Brown, Jesse Wisniewski, 2021-08-31 It's the common habit shared by many successful people throughout history. It's

responsible for unlocking limitless creativity and influence. It's known to reduce stress, improve decision-making skills, and make you a better leader. What is it? Reading. And it's the single best thing you can do to improve yourself professionally. Reading more and better books creates opportunities for you to learn new skills, rise above your competition, and build a successful career. In *Read to Lead* you'll learn - why you need to read like your career depends on it - the five science-backed reasons reading will help you build your career - how to absorb a book into your bloodstream - a technique that can double (or triple!) your reading speed - tips on creating a lifetime reading habit - and more. If you want to lead a more satisfied life, have more intelligent conversations, and broaden your mind, you need to read to lead!

executive coaching for business owners podcast: *Leading Without Authority* Keith Ferrazzi, Noel Weyrich, 2020-05-26 The #1 New York Times bestselling author of *Never Eat Alone* redefines collaboration with a radical new workplace operating system in which leadership no longer demands an office, an official title, or even a physical workplace. "An actionable methodology for any team to thrive during the decade of exponential change ahead."—Peter H. Diamandis, founder of XPRIZE and Singularity University, bestselling co-author of *Abundance*, *Bold*, and *The Future Is Faster Than You Think* In times of stress, we have a choice: we can retreat further into our isolated silos, or we can commit to "going higher together." When external pressures are mounting, and employees are working from far-flung locations across the globe, says bestselling author Keith Ferrazzi, we can no longer afford to waste time navigating the complex chains of command or bureaucratic bottlenecks present in most companies. But when we choose the bold new methodology of co-elevation as our operating model, we unlock the potential to boost productivity, deepen commitment and engagement, and create a level of trust, mutual accountability, and purpose that exceeds what could have been accomplished under the status quo. And you don't need any formal authority to do it. You simply have to marshal a commitment to a shared mission and care about the success and development of others as much as you care about your own. Regardless of your title, position, or where or how you work, the ability to lead without authority is an essential workplace competency. Here, Ferrazzi draws on over a decade of research and over thirty years helping CEOs and senior leaders drive innovation and build high-performing teams to show how we can all turn our colleagues and partners into teammates and truly reboot the way we work together.

executive coaching for business owners podcast: *Dare to Lead* Brené Brown, 2018-10-09 #1 NEW YORK TIMES BESTSELLER • Brené Brown has taught us what it means to dare greatly, rise strong, and brave the wilderness. Now, based on new research conducted with leaders, change makers, and culture shifters, she's showing us how to put those ideas into practice so we can step up and lead. Don't miss the five-part HBO Max docuseries *Brené Brown: Atlas of the Heart*! NAMED ONE OF THE BEST BOOKS OF THE YEAR BY BLOOMBERG Leadership is not about titles, status, and wielding power. A leader is anyone who takes responsibility for recognizing the potential in people and ideas, and has the courage to develop that potential. When we dare to lead, we don't pretend to have the right answers; we stay curious and ask the right questions. We don't see power as finite and hoard it; we know that power becomes infinite when we share it with others. We don't avoid difficult conversations and situations; we lean into vulnerability when it's necessary to do good work. But daring leadership in a culture defined by scarcity, fear, and uncertainty requires skill-building around traits that are deeply and uniquely human. The irony is that we're choosing not to invest in developing the hearts and minds of leaders at the exact same time as we're scrambling to figure out what we have to offer that machines and AI can't do better and faster. What can we do better? Empathy, connection, and courage, to start. Four-time #1 New York Times bestselling author Brené Brown has spent the past two decades studying the emotions and experiences that give meaning to our lives, and the past seven years working with transformative leaders and teams spanning the globe. She found that leaders in organizations ranging from small entrepreneurial startups and family-owned businesses to nonprofits, civic organizations, and Fortune 50 companies all ask the same question: How do you cultivate braver, more daring leaders, and how do you embed the value of courage in your culture? In this new book, Brown uses research, stories, and examples

to answer these questions in the no-BS style that millions of readers have come to expect and love. Brown writes, "One of the most important findings of my career is that daring leadership is a collection of four skill sets that are 100 percent teachable, observable, and measurable. It's learning and unlearning that requires brave work, tough conversations, and showing up with your whole heart. Easy? No. Because choosing courage over comfort is not always our default. Worth it? Always. We want to be brave with our lives and our work. It's why we're here." Whether you've read *Daring Greatly* and *Rising Strong* or you're new to Brené Brown's work, this book is for anyone who wants to step up and into brave leadership.

executive coaching for business owners podcast: The Future of Time: How 'Re-Working' Time Can Help You Boost Productivity, Diversity and Wellbeing Helen Beedham, 2022-03 The way we value and manage time at work is broken. Businesses are squandering time when making decisions, delivering work and managing people. Employees are rewarded for 24/7 availability, speed of response and hours worked. The results are clear: low productivity; high stress and burnout; falling retention; and stalling diversity. The Future of Time reveals how 're-working' time - transforming organizations by adopting positive time practices - can help you build a more diverse, engaged and productive workforce. - Diagnostics to quickly assess the 'time defects' damaging your business - Compelling evidence, case studies and strategies to 're-work' time successfully - Timelines and tools to bring about fast, effective change.

executive coaching for business owners podcast: Hero on a Mission Donald Miller, 2022-01-11 New York Times bestselling author Donald Miller shares the plan that led him to turn his life around. This actionable guide will teach you how to do the same through journaling prompts and goal-planning exercises. There are four characters in every story: The victim, the villain, the hero, and the guide. These four characters live inside us. If we play the victim, we're doomed to fail. If we play the villain, we will not create genuine bonds. But if we play the hero or guide, our lives will flourish. The hard part is being self-aware enough to know which character we are playing. In this book, bestselling author Donald Miller uses his own experiences to help you recognize if the character you are currently surfacing is helping you experience a life of meaning. He breaks down the transformational, yet practical, plan that took him from slowly giving up to rapidly gaining a new perspective of his own life's beauty and meaning, igniting his motivation, passion, and productivity, so you can do the same. In *Hero on a Mission*, Donald's lessons will teach you how to: Discover when you are playing the victim and villain. Create a simple life plan that will bring clarity and meaning to your goals ahead. Take control of your life by choosing to be the hero in your story. Cultivate a sense of creativity about what your life can be. Move beyond just being productive to experiencing a deep sense of meaning. Donald will help you identify the many chances you have of being the hero in your life, and the times when you are falling into the trap of becoming the victim. *Hero on a Mission* will guide you in developing a unique plan that will speak to the challenges you currently face so you can find the fulfillment you have been searching for in your life and work.

executive coaching for business owners podcast: Ninja Selling Larry Kendall, 2017-01-03 2018 Axiom Business Book Award Winner, Gold Medal Stop Selling! Start Solving! In *Ninja Selling*, author Larry Kendall transforms the way readers think about selling. He points out the problems with traditional selling methods and instead offers a science-based selling system that gives predictable results regardless of personality type. *Ninja Selling* teaches readers how to shift their approach from chasing clients to attracting clients. Readers will learn how to stop selling and start solving by asking the right questions and listening to their clients. *Ninja Selling* is an invaluable step-by-step guide that shows readers how to be more effective in their sales careers and increase their income-per-hour, so that they can lead full lives. *Ninja Selling* is both a sales platform and a path to personal mastery and life purpose. Followers of the *Ninja Selling* system say it not only improved their business and their client relationships; it also improved the quality of their lives.

executive coaching for business owners podcast: Ask a Manager Alison Green, 2018-05-01 From the creator of the popular website *Ask a Manager* and New York's work-advice columnist comes a witty, practical guide to 200 difficult professional conversations—featuring all-new advice!

There's a reason Alison Green has been called "the Dear Abby of the work world." Ten years as a workplace-advice columnist have taught her that people avoid awkward conversations in the office because they simply don't know what to say. Thankfully, Green does—and in this incredibly helpful book, she tackles the tough discussions you may need to have during your career. You'll learn what to say when • coworkers push their work on you—then take credit for it • you accidentally trash-talk someone in an email then hit "reply all" • you're being micromanaged—or not being managed at all • you catch a colleague in a lie • your boss seems unhappy with your work • your cubemate's loud speakerphone is making you homicidal • you got drunk at the holiday party Praise for *Ask a Manager* "A must-read for anyone who works . . . [Alison Green's] advice boils down to the idea that you should be professional (even when others are not) and that communicating in a straightforward manner with candor and kindness will get you far, no matter where you work."—Booklist (starred review) "The author's friendly, warm, no-nonsense writing is a pleasure to read, and her advice can be widely applied to relationships in all areas of readers' lives. Ideal for anyone new to the job market or new to management, or anyone hoping to improve their work experience."—Library Journal (starred review) "I am a huge fan of Alison Green's *Ask a Manager* column. This book is even better. It teaches us how to deal with many of the most vexing big and little problems in our workplaces—and to do so with grace, confidence, and a sense of humor."—Robert Sutton, Stanford professor and author of *The No Asshole Rule* and *The Asshole Survival Guide* "*Ask a Manager* is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way."—Erin Lowry, author of *Broke Millennial: Stop Scraping By and Get Your Financial Life Together*

executive coaching for business owners podcast: *No Bullsh!t Leadership* Martin G. Moore, 2021-09-28 What makes a truly exceptional leader? Discover the practical, fail-proof tools that will help you to fine-tune your leadership skills, solidify respect among your workforce, and ensure your company's lasting success. When Martin G. Moore was asked to rescue a leading energy corporation from ever-increasing debt and a lack of executive accountability, he faced an uphill battle. Not only had he never before stepped into the role of CEO; he also had no experience in the rapidly evolving energy sector. Relying on the practical leadership principles he had honed throughout his thirty-three-year career, he overhauled the company's culture, redefined its leadership capability, and increased earnings by a compound annual growth rate of 125 percent. In *No Bullsh!t Leadership*, Moore outlines these proven leadership principles in a clear, direct way. He sweeps away the mystical fog surrounding leadership today and lays out the essential steps for success. Moore combines this tangible advice with honest, real-world examples from his own career to provide a no-nonsense look at the skills a true leader possesses. Moore's principles for no bullshit leadership focus on: Creating value by focusing only on the things that matter most Facing conflict, adversity, and ambiguity with decisiveness and confidence Setting uncompromising standards for behavior and performance Selecting and developing great people Making those people accountable, and empowering them to do their best Setting simple, value-driven goals and communicating them relentlessly Though the steps aren't easy, they are guaranteed, if implemented, to lift your leadership—and your organization—to a higher level. Wherever you are in your career, *No Bullsh!t Leadership* will help you develop the skills and form the habits needed to become a no bullshit leader.

executive coaching for business owners podcast: *Making Big Happen* Mark Moses, Don Schiavone, Craig Coleman, Chris Larkins, 2022-01-11 Most books that teach you how to build and grow a business are organized around the functional areas of business, such as people, finance, operations, and marketing. Those things are important and necessary—no question—but what is missing is an overarching methodology that systematically reels in every aspect of building and growing a successful company and creates a repeatable process to execute on the activities that will lead to BIG growth in your company. In his first book, *Make BIG Happen*, Mark Moses outlined the four questions that formed the foundation of CEO Coaching International, an executive coaching firm that has helped over 875 companies reach extraordinary revenue and EBITDA growth. Now, in *Making BIG Happen*, CEO Coaching International's proven set of best practices have been translated

into a simple three-step process, supported by over 30 tools, to show leaders how to achieve extraordinary business growth.

executive coaching for business owners podcast: Building a Second Brain Tiago Forte, 2022-06-14 Building a second brain is getting things done for the digital age. It's a ... productivity method for consuming, synthesizing, and remembering the vast amount of information we take in, allowing us to become more effective and creative and harness the unprecedented amount of technology we have at our disposal--

executive coaching for business owners podcast: Extreme Ownership Jocko Willink, Leif Babin, 2017-11-21 An updated edition of the blockbuster bestselling leadership book that took America and the world by storm, two U.S. Navy SEAL officers who led the most highly decorated special operations unit of the Iraq War demonstrate how to apply powerful leadership principles from the battlefield to business and life. Sent to the most violent battlefield in Iraq, Jocko Willink and Leif Babin's SEAL task unit faced a seemingly impossible mission: help U.S. forces secure Ramadi, a city deemed "all but lost." In gripping firsthand accounts of heroism, tragic loss, and hard-won victories in SEAL Team Three's Task Unit Bruiser, they learned that leadership—at every level—is the most important factor in whether a team succeeds or fails. Willink and Babin returned home from deployment and instituted SEAL leadership training that helped forge the next generation of SEAL leaders. After departing the SEAL Teams, they launched Echelon Front, a company that teaches these same leadership principles to businesses and organizations. From promising startups to Fortune 500 companies, Babin and Willink have helped scores of clients across a broad range of industries build their own high-performance teams and dominate their battlefields. Now, detailing the mind-set and principles that enable SEAL units to accomplish the most difficult missions in combat, *Extreme Ownership* shows how to apply them to any team, family or organization. Each chapter focuses on a specific topic such as Cover and Move, Decentralized Command, and Leading Up the Chain, explaining what they are, why they are important, and how to implement them in any leadership environment. A compelling narrative with powerful instruction and direct application, *Extreme Ownership* revolutionizes business management and challenges leaders everywhere to fulfill their ultimate purpose: lead and win.

executive coaching for business owners podcast: Use Your Difference to Make a Difference Tayo Rockson, 2019-09-04 Become more culturally competent in an increasingly diverse world Recent years have seen dramatic changes to several institutions worldwide. Our increasingly interconnected, digitized, and globalized world presents immense opportunities and unique challenges. Modern businesses and schools interact with individuals and organizations from a diverse range of cultural and national backgrounds—increasing the likelihood for miscommunication, errors in strategy, and unintended consequences in the process. This has also spilled into our daily lives and the way we consume information today. Understanding how to navigate these and other pitfalls requires adaptability, nuanced cross-cultural communication, and effective conflict resolution. *Use Your Difference to Make a Difference* provides readers with a skills-based, actionable plan that transforms differences into agents of inclusiveness, connection, and mutual understanding. This innovative and timely guide illustrates how to leverage differences to move beyond unconscious biases, manage a culturally-diverse workplace, create an environment for more tolerant schooling environments, more trusted media, communicate across borders, find and retain diverse talent, and bridge the gap between working locally and expanding globally. Expert guidance on a comprehensive range of topics—teamwork, leadership styles, information sharing, delegation, supervision, giving and receiving feedback, coaching and motivation, recruiting, managing suppliers and customers, and more—helps you manage the essential aspects of international relationships and cultural awareness. This valuable resource contains the indispensable knowledge required to: Develop self-awareness needed to be a cross-cultural communicator Develop content, messaging techniques, marketing plans, and business strategies that translate across cultural borders Help your employees to better understand and collaborate with clients and colleagues from different backgrounds Help teachers build safe environments for

students to be themselves Strengthen cross-cultural competencies in yourself, your team, and your entire organization Understand the cultural, economic, and political factors surrounding our world Use Your Difference to Make a Difference is a must-have resource for any educator, parent, leader, manager, or team member of an organization that interacts with co-workers and customers from diverse cultural backgrounds.

executive coaching for business owners podcast: Roadmap to Revenue Kristin Zhivago, 2011-03 The secret to higher revenue is locked in the mind of your current customers. Using the proven methods in this book, you will learn how to interview your own customers so you understand exactly what they were looking for, why they bought from you, what they value about your product or service, and the steps they went through as they purchased your product or service. You will understand their questions and concerns, and the answers they needed in order to be convinced that your product or service would meet their need. Armed with this information, you can reverse-engineer your successful sales and manufacture new sales in quantity. This is the core premise of the book, and it will transform and empower all of your marketing and sales efforts. You will make it easy for new customers to find you, like what they see, and buy from you. You will be able to map out their buying process and then support that process at every stage. Your content will resonate with potential customers, because you will be using concepts, words, and phrases that came from others with similar problems and seeking similar solutions. You will use marketing methods that will work for your product or service, and avoid those that won't, guided by the information provided by your own customers. Roadmap to Revenue: How to Sell the Way Your Customers Want to Buy is a step-by-step guide to increased sales, using a method that has been tested, perfected, and proven to work, regardless of the size of the company or the industry.

executive coaching for business owners podcast: In/Action Jinny Uppal, 2021-12-18 IN/ACTION - Rethinking the Path to Results explores the downside of the prevalent cultural bias for action even when it's unnecessary or counter-productive. Capturing insights into the benefits of reflective thinking and strategic inaction, author Jinny Uppal presents a less stressful and more efficient way of achieving more by doing less. The more ambitious and goal-oriented we are, the more we chase action to achieve desired outcomes, leading to fatigue, burnout, and mistakes. This book offers a counter-intuitive but masterful framework to leveraging thoughtful inaction as a choice to develop clarity in decision-making, leading to remarkable results. In this book, you will: learn from stories and insights from author Jinny Uppal's extensive business/life experience and interviews with over 30 successful global professionals; develop a framework on how to leverage reflective thinking and strategic inaction as a choice for better results; discover the role that thoughtful inactivity plays in driving creative thinking and progress through established research. This book is not about slowing down as an end goal or a productivity hack to getting more done in the day. IN/ACTION provides a way to achieve whatever we want without paying the price of nonstop doing.

executive coaching for business owners podcast: Good Authority Jonathan Raymond, 2018 Why is it so rare for people to truly own their work? How can the employee engagement numbers be so bad year after year with no sign of getting better? In this book, Jonathan Raymond invites us to reexamine our assumptions about the role of leaders and how culture change and personal growth actually happen. The idea is as simple as it is radical: personal and professional growth are one thing, not two. Through powerful stories from his time as CEO of one of the most influential business coaching brands, along with the work he's doing with clients today. Jonathan Raymond reveals the good, bad and truly ugly of real life as a leader- from the perspective of someone who's made all the mistakes and reinvented a business (and himself) in the process. Good Authority is full of personal stories of leaders making the changes that matter, the real-life dialogue they're having with their teams and how you can change the conversation you're having with yours.--Page 4 of cover.

executive coaching for business owners podcast: The Advice Trap Michael Bungay Stanier, 2020-02-29 From the author of the runaway bestseller The Coaching Habit comes an authoritative guide to getting the most out of your workforce--and it all starts with curbing your urge to dole out advice. In The Advice Trap, bestselling author, speaker, and leadership coach Michael Bungay

Stanier shares his invaluable insights into developing team members' professional performance, using tips that even the busiest managers can put into play. Learn how to confront and quell the three advice monsters that lurk inside us all, and how to resist the seven temptations that can ensnare even the most well-meaning manager. With his trademark wit and wisdom, Michael shows you exactly how to ask questions that drive impact and engagement, eliminate the negative and accentuate the positive. He takes you through examples of common problem situations, and reveals how to overcome them by using his everyday coaching tips. Finally, he shows you how to attain the highest level of engagement with his blackbelt tools of employee interaction: transparency, lightness and deep appreciation. A companion to The Coaching Habit, The Advice Trap gives you the power to say less, ask more--and change how you lead forever.

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