



# We Grow Leaders Who Build Leaders

At KW&Co we work with senior leaders who are seeking fulfilment in their success, who want to expand their positive impact and build united, high performing teams.

**EXPERIENCE OUR TAILORED 1:1 COACHING PROGRAMS >**

# What Got You Here, Won't Get You There

ALL SUCCESSFUL LEADERS HIT A CEILING, THEN IT'S TIME TO GROW AGAIN

01. Stuck in the weeds, busy fixing and solving, not empowering people to take on more responsibility and make independent decisions.
02. Reacting to what's urgent, not making enough time for strategic planning to lead people through change and challenge, and grow the business.
03. Avoiding or trying to control difficult conversations, addressing the same behaviour repeatedly but not sustaining positive behaviour change in others.
04. Stressed, working harder than ever, self doubt creeping in, losing confidence with key stakeholders, influence and impact stagnating.
05. Prioritising own business function rather than role modelling working collaboratively with peers and key stakeholders across the organisation.



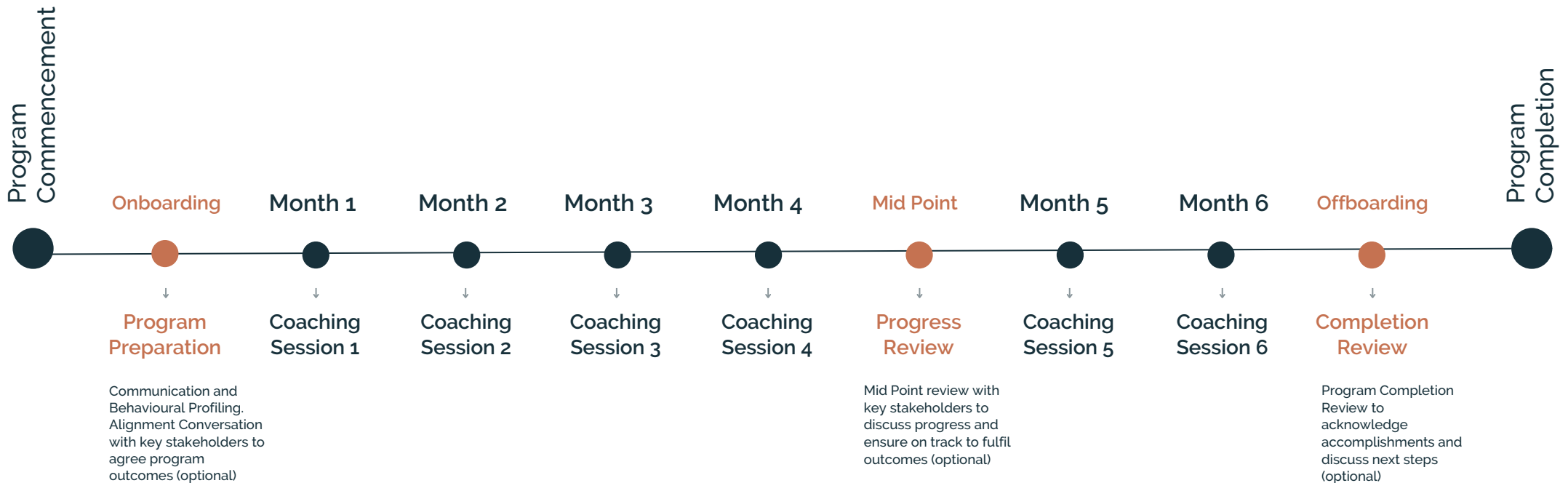
"Our tailored 1:1 coaching programs are designed to partner and respectfully challenge senior leaders to grow beyond their 'Success Ceiling'...their current thinking, communicating and leading habits...so they can achieve more with and through their people."



**KAREN WILLIAMS**  
DIRECTOR & EXECUTIVE COACH

EXAMPLE PROGRAM TIMELINE - 1:1 COACHING

# The Coaching Process



# Our Proven Formula

SUSTAINING POSITIVE GROWTH & CHANGE

## 01/ CADENCE OF COACHING & IMPLEMENTATION

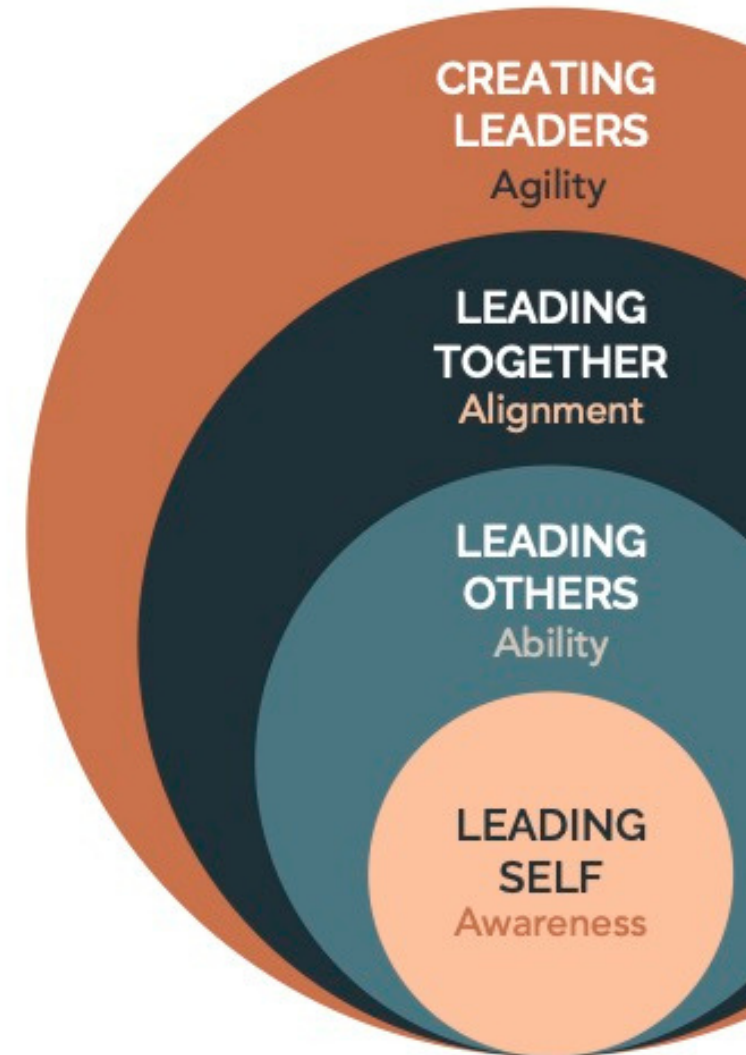
Coaching is tailored to fulfil on aligned program outcomes. Clear and specific actions are identified each session to support implementation of learnings. Brief Power Coaching Calls between sessions to stay on track and support positive growth momentum.

## 02/ UNIQUE & PROVEN SYSTEM

Our unique and proven 4 Levels of Leadership Excellence system, developed over 2 decades of real coaching experience, delivers the missing link for what leaders need, to grow new thinking and develop new leadership habits to build leaders around them.

## 03/ ONLINE CURRICULUM OF TOOLS

24/7 access to a tailored portal housing more than 50 powerful and practical tools that click together. This system cuts through noise and distractions and helps build a common language for high performance as leaders roll the tools out to their people.



# Results

63

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63 Executive and Senior Leaders coached the last 12 months through tailored 1:1 coaching programs.

100%

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100% of participants recorded unexpected and transformational benefits professionally and personally.

ROI

Increased productivity and sales results, direct reports being developed and taking on new accountability, teams collaborating effectively across functions, real issues identified and resolved, confidence grown, influence and positive impact elevated at peer and Board level.



# Client Transformations



"Before the program I was critical of others and most judgemental of myself. After completing the course I have discovered a new, fresh narrative that provides me confidence, accountability and more contentment."

**Andrea Salmon**  
National Head of Audio Sales  
Southern Cross Austereo



"It's the most valuable thing I've done as a manager. I saw things from a different perspective, my ideas were challenged, my way of thinking and how I communicated with people. My mind became broader, I learned to accept and find the positives in different mindsets. I was provided with honest and accurate feedback which enabled me to grow."

**Charles Elliot**  
Aftersales Manager  
Mercedes Benz



"Before the program I wasn't aware of my negative habits and how much they impacted all aspects of my life. After completing the program I am more in control of my emotions and reactions."

**Rita Trakhtman**  
Founder  
Dental & Skin Clinic

# Client Transformations



"I can't begin to thank you enough for the work you have done with me over the past 6 months. With all the introductions to thought leaders and resources over these months, the best introduction you have given me is the introduction to myself."

**Marlene Tanner**

Senior Manager Commercial and Organisational Optimisation  
Arthrex



"Before the program I would lead with an iron fist and always get the job done dragging the troops with me, which would be very taxing. After the program I have learnt to be a partner with my team and for them to receive the credit for all of their hard work. I also learned to trust my people in making the right decisions which then gives me great uplift."

**Ian Douglas**

General Manager  
Silcon Scaffolding



"Before the program I was a yes person, a people pleaser who overcompensated to be liked, feel needed and of value. After completing the program I am empowered to have boundaries and give myself permission to let go of what no longer serves me."

**Lisa Coyle**

Training Advisor  
Hanes Brands Australia



# Investment Options

## 1:1 Coaching Programs

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6 MONTH COACHING PROGRAM	12950 +GST
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6 MONTH COACHING PROGRAM	15550 +GST
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\*INCL. STAKEHOLDER INPUT & REVIEWS

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12 MONTH COACHING PROGRAM	22950 +GST
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ALL INCLUSIVE

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# Program Inclusions

## 1:1 Coaching Programs

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### 6 MONTH COACHING PROGRAM

- 6 x 1:1 90 minute coaching sessions (in person or remote)
- Communication and behavioural profiling
- Success Pack
- Power Coaching between sessions to support implementation of learnings and tools
- Tailored resources throughout program
- \*Optional Stakeholder input to program outcomes
- \*Optional Mid-Point and Completion Reviews

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### 12 MONTH COACHING PROGRAM ALL INCLUSIVE

- 10 x 1:1 90 minute coaching sessions (in person or remote)
  - Communication and behavioural profiling
  - Success Pack
  - Power Coaching between sessions to support implementation of learnings and tools
  - Tailored resources throughout program
  - Stakeholder input to program outcomes
  - Mid-Point and Completion Reviews
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WE WORK WITH LEADERS & TEAMS ACROSS INDUSTRY

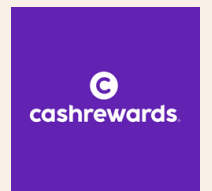
# Our Clients are Leading Organisations



Mercedes-Benz



FEDERAL CIRCUIT AND FAMILY COURT OF AUSTRALIA



# About Us

## The Business & Our Founder



Karen is an Executive and Leadership Coach with more than two decades of experience in the field of human behaviour. Since starting KW&Co in 2012, the last 10 years have been invested in coaching senior leaders across industry to lead with new awareness and greater influence to achieve increased results.

Our unique Leadership Excellence System addresses the temporary limitations in a leader's ability to excel, and provides new thinking and practical tools to support them to move into new states of confidence, clarity and certainty.

Our 1:1 programs are designed to achieve your specific outcomes, while being known to deliver above and beyond expectations.

We look forward to welcoming you as one of our valued clients.

# Contact Karen

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