



Level **Five** Associates
VALUES-BASED LEADERSHIP THAT WORKS

CASE STUDY
Level Five Associates

Developmental Executive Coaching



The Problem:

Many of Level Five Associates' 20+ clients are senior executives who originally did not have regular access to a trusted advisor. Most had not been using a business coach, and overall, it had been several years since many of these executives had last used a coach. Many, too, found it difficult to step up and ask for coaching or assistance.

As such, they were each experiencing some or all the following issues:

1. Lack of a trusted advisor who had experienced much of what they are facing.
2. Reluctance to trust someone with their inner thoughts and strategic goals.
3. Skepticism that a coach would help them refine their leadership skills in measurable ways.

Most never considered building a roadmap for their leadership development. Rather they operated via episodic learning or via a group curriculum.

Coaching was a very different pathway from what most of them had ever been exposed to. Also, many of these executives struggled with trust and receiving constructive, honest feedback.

Our Solution:

These executives eventually were each, separately, exposed at one time or another to Level Five Associates either by client referral (i.e., word of mouth), attending one of Robert Mixon's keynote speeches or workshops, reading the Level Five Associates blog, listening to Robert on podcasts, or reviewing the Level Five Associates website.



General Mixon's experience and credibility as a senior executive in both military and corporate environments, coupled with his strong communication skills, led each of these executives to engage his services.

Because the Level Five Developmental Executive Coaching Program is one of the best investments a leader can make in himself or herself and their organization overall, these 20+ senior executives began participating in Developmental Executive Coaching.

Proprietary products such as L5A's Personal Mission Statement, Leadership Philosophy, and Action Plan aided these executives to bring their Mission/Philosophy to life. They've experienced a pioneering effort to define and improve their leadership skills in measurable ways, and they've each achieved measurable results.

Results and Next Steps:

Prior to the Level Five Developmental Executive Coaching Program experience, the executives could only establish aspirational goals and hope they were achieving them. Now they know where they want to go and how to get there!

As a result of the Developmental Executive Coaching Program, each senior executive has learned and grown as a leader in ways they never thought possible. They've grown an environment of trust and feeling psychologically safe in the coaching setting where they can depend on honest feedback.

In most cases, these senior executives have developed metrics for leadership improvement that give them a true sense of accomplishment, in both themselves and others they serve as leaders.

Every leader who has experienced the Level Five Developmental Executive Coaching Program reports they have achieved considerable personal and professional success. They have begun to model curiosity, focus on developing others, and grow a healthy culture in their families and organizations.

LET'S CONNECT



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Book time with Robert



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