



Hot Sheet

COACHING & MENTORING

Leader

WHY MENTOR/COACH PEOPLE?

We coach people to bring out their unique talents, their genius within. When we get it wrong team members may disengage, exhibit low accountability or to leave the company.

1. To help people **REALIZE THEIR DREAMS.**
2. To **DRIVE BEST EFFORTS** from people, rather than the most out of them.
3. To **INCREASE THEIR CONTRIBUTION.**
4. To accelerate the onboarding process and **BECOME MORE PRODUCTIVE** faster.
5. To **ENCOURAGE** experienced, competent, motivated people to learn by teaching others.
6. To answer **THE RIGHT HIRE** question.
7. To infuse a peer-facilitated succession **PLANNING PROCESS.**
8. To **ELIMINATE "THE ONLY'S"**
Question to self: "Am I an only?"
9. Because we all live in the **ROOM FOR IMPROVEMENT.**
If I'm not improving, I'm falling behind.

MENTOR for the company's financial sustainability.

COACH to improve performance.