


HANDEL GROUP

CORP

EXECUTIVE COACHING - THE HANDEL METHOD®

CONTACT:
Beth Weissenberger
646-326-5293 cell
beth@handelgroup.com

handelgroup.com



Executive Coaching is at the foundation of every service HG Corp provides. We work one-on-one with leaders and high-potentials to expand their capabilities, create a vision, and produce exceptional results. We develop Personal Integrity®, inspire a new standard of transparency, and elevate interpersonal relationships. We design, implement, and maintain a proactive plan tailored to the specific needs of your leaders and consistent with the highest vision of your company.

The Method

Our executive coaching is based on The Handel Method®, our proven proprietary methodology that has been taught in over 35 educational programs and institutes of learning including MIT, Stanford Graduate School of Business, Columbia University, and NYU.

The method revolves around several key concepts. Perhaps most importantly, we deal deeply with a person's personality traits. Every single human has some negative traits; usually these traits go unrecognized or ignored and can wreak havoc in the workplace. If you want to impact the culture of a company, you have to help people tell the truth about themselves and others. We allow people to honestly and without judgment look at themselves, emphasizing the universal nature of negative traits, as well as the pride that comes with facing them. Our coaching allows people to tell the truth and discover which personality traits they need to evolve in order to be extraordinary leaders. These conversations are not only freeing for people, they are necessary for creating a culture of creativity and productivity in an organization. We recommend starting at the top, as people tell the truth when they hear the truth.

In its simplest form, people who have Personal Integrity keep the promises they make to themselves and to others and act in ways that are consistent with their own highest values. We ask people to examine where their integrity is lacking, look at their reasoning, and help them design the rules and actions to reach a higher level. Personal Integrity allows executives and managers to lead by example, and employees to emerge newly proud of the work they do and become excited about the future.

Other concepts that make up The Handel Method® include: defining goals and creating actions to achieve them, developing highly effective communication skills, having hard conversations, designing inspiring futures, and controlling one's inner dialogue.

Coaching Topics Include:

The Language of Accountability and the Nature of Excuses

Powerful and Effective Communication

Understanding Your Personality

Personal Integrity®

Listening and Your Inner Dialogue

Author vs Weather Reporter

How Are We Different?

Yes, we improve productivity. Yes, our work affects the bottom line. Yes, we get people working together smoothly. But it is how we accomplish all those things that makes us a very different kind of company. We are not afraid to go deep.

Executives are people. While all people have issues, most also have a deep desire to be great. Unfortunately, the path to being an extraordinary person is often elusive and the dream falls victim to habits, fear, inertia, ignorance, distraction, and/or disillusionment. This is where Handel Group® excels and what differentiates us from other consulting companies: we swiftly guide leaders to the heart of the matter. We get people dreaming again and behaving in ways that are extraordinary.

We clear obstacles such as: miscommunication and inability to have difficult conversations; the harboring of past disappointments; misaligned visions between leaders; and/or even problems that seem more personal than work-related, like one's weight or an imminent and toxic divorce. People often say it's risky to address these issues inside corporations. We believe that we must, with grace and straight talk.

Through our coaching, we facilitate issue resolution. Our clients land in a powerful place, proud of themselves, excited about the future, and taking consistent action toward achieving their personal and professional goals. Our coaching is delivered in a respectful manner and leads to an unusual level of client satisfaction.

Outcomes: Lasting Change

Through our coaching, we finish issues. Our clients use our tools to take deliberate action for lasting change in their leadership and their approach to life and business. They are left in a powerful place; proud of themselves, excited about the future and taking consistent action toward achieving their goals, professional and otherwise. Our coaching is handled in a respectful and professional manner and leads to an unusually high level of client satisfaction.

What clients say:

"In a remarkably short period of time Handel Group has transformed our Marketing team by instilling high levels of personal integrity and accountability into the DNA of our organization. Their results-driven process has had an immediate ROI in both productivity and personal satisfaction."

-- **Lisa Judson**, Senior Vice President, Audience Marketing, AOL

"Through exhaustive ethnographies and observation, Handel Group provided a platform to allow the management team to give up bad habits and replace them with positive high-performance behavior. We are going into 2008 with extreme momentum and self-awareness, which comes from the enabling sense that one gets from speaking and dealing in truth. A lesson well learned from our association with Handel Group."

-- **Tom Florio**, Publisher, Vogue