



The Professional Woman's Coach

Testimonial 1

David, Head of Consulting, Global Investment Consulting Firm

I engaged Moira as my coach a few years ago. Her coaching had the greatest impact in the following areas:

Communication skills and confidence building

I experienced difficulty in verbalising what it was I wanted. I expected people to automatically know 'what' and 'how' I wanted things done around work and at home. Through working with Moira, it became clear to me that I was not comfortable with people being close to me and would not let others 'in'.

I was certainly a tough customer but through the coaching I could see how this affected my communication with others, in particular:

- I was impatient with people at work.
- I did not voice my opinion on matters raised in meetings.
- I expected promotions and greater responsibility to just come my way.

From the coaching I produced the following results:

- I began to genuinely listen to what my work colleagues had to say
- I took ownership of my position in the firm, which gave me the opportunity to drive my career forward
- I became assertive in meetings and voiced my opinions, even if no actions came from these. I still found this difficult but it no longer stopped me.

Time and process management

It always seemed I was rushing and stressing at the last moment to complete reports and presentations. Through coaching it became clear that I was always trying to 'get it right'. I noticed that I would waste time thinking about and trying to get the 'perfect' answer and approach to a problem I was working on. It was only the deadline that seemed to force me to get the job done. From seeing how I tried to 'get things right' I realised that:

- I would never get the 'perfect' answer, no matter how much time I spent on a matter
- I learnt to trust that I already knew the answers or how to find the answers to many issues that arose in the course of my work.

As a result my productivity improved immensely and my stress levels reduced drastically.

*All coaching assignments are undertaken on a strictly private and confidential basis.
The client referred to in this case study has given their full approval
and is willing to provide a personal recommendation if required.*

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