

Courses for lawyers. Delivered by lawyers.

Professional
TRAINING

Coaching



**The benefits of receiving coaching
throughout your legal career**



What is Coaching?

Coaching supports people to achieve their potential and move forward with their goals. It provides space for reflection which can prompt new thinking and positive change.

The team at Professional Training are highly regarded for their executive coaching. As lawyers ourselves, we understand the legal setting so are well placed to give bespoke and focused feedback.

We appreciate the chargeable hours, the culture and clients, in such a specific way – we get it! Armed with this insider knowledge and experience, coaching can increase self-awareness, realign a coachee with business aims and support them to play to their strengths. This in turn drives up performance so that coaching is an overall saving as opposed to cost to a law firm.

Coaching supports people to take more responsibility for their personal and professional development and often visits unexplored places. The coachee is responsible for creating their own results but we support them to move from where they are currently to where they want to be and to achieve results more quickly than they otherwise would alone.

Sometimes it is better to coach than to train.

One-to-One Coaching

In one-to-one coaching we work with a coachee over a period of time (generally six sessions over six to eight months). We take a deep dive into a particular theme or goal set by the coachee.

We use active listening skills and clear, focused and occasionally challenging questioning to motivate and inspire the coachee.

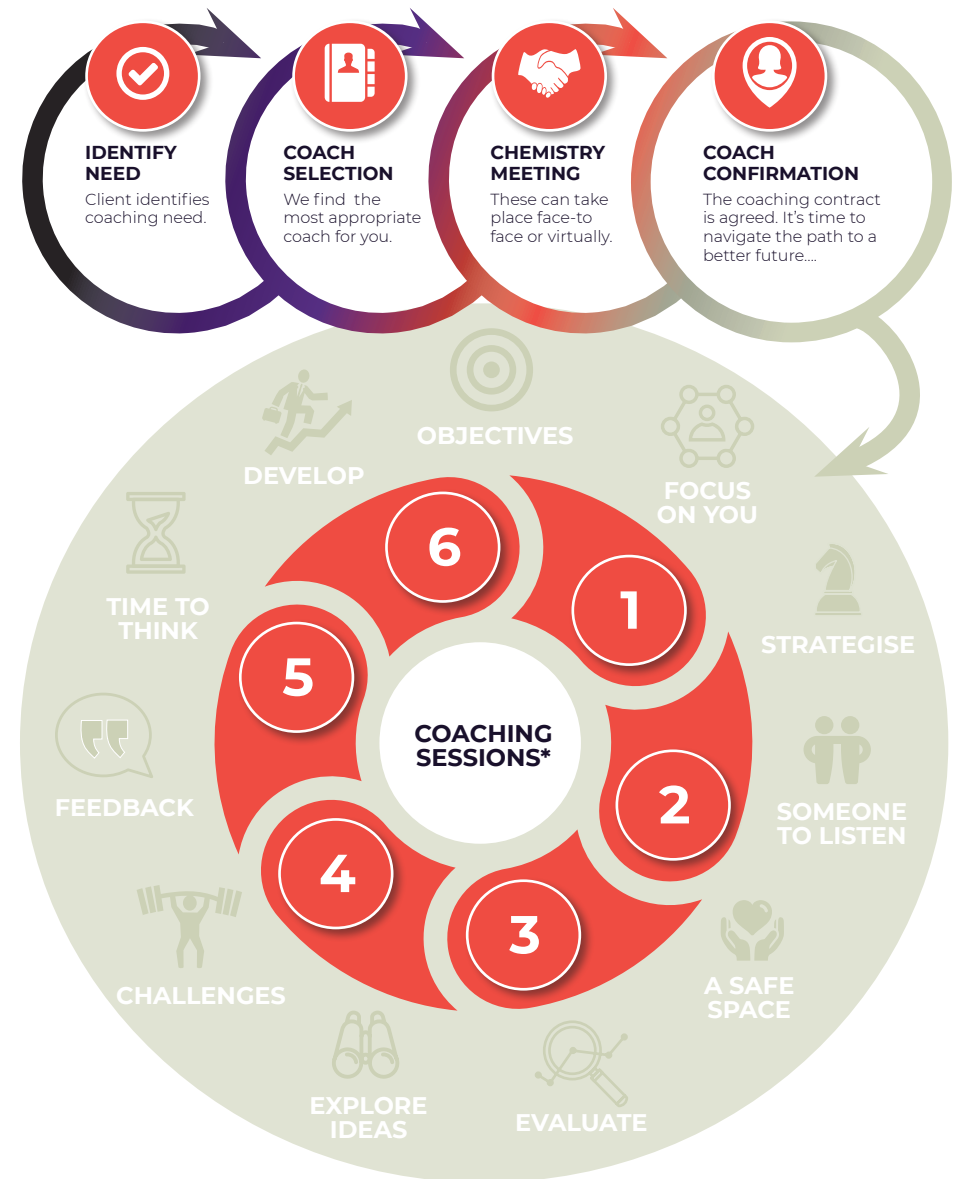
We may explore a coachee's values, beliefs and strengths to increase their self-awareness and support them to take more responsibility for their personal and professional development.

We have had success in helping clients with:

- ✓ Career progression
- ✓ Leadership skills
- ✓ Business development goals
- ✓ Delegation skills
- ✓ Self-confidence
- ✓ Resilience
- ✓ Work/life balance

The coachee is given the time and space to explore their goals, unlock their potential and make lasting changes whilst maintaining momentum and reflecting on actions between sessions.

A Typical Coaching Process



Case Study

A Private Equity Partner from a Global US Law firm received some coaching from Professional Training recently and here's what he had to say:

Our firm have a Partner Conference in the USA every March for new Partners. Thereafter we were all assigned a coach.

After two sessions of the firm's usual coach, it became clear that there was not much value-add to be had from these sessions. It was simply a check in-on what business development initiatives I either had, or hadn't completed.

This type of vanilla coaching I found frustrating and I felt somewhat disengaged and so decided that coaching was probably something that wasn't for me.

Executive Coaching

Coincidentally, some months later, our firm held some internal training by one of our outsourced providers, Professional Training.

At this session, the trainer pushed back, made some thought-provoking comments. The bespoke commercial feedback to our whole team left me intrigued. When I asked if Professional Training provided one-to-one coaching, I was told that they did, so I decided to give this one more go.

What a difference.

The coaches at Professional Training are all senior professionals themselves who have seen and conquered many of the challenges that I personally face.

The scrutiny of my business plan with target clients and the suggested bespoke strategies, made practical sense and more importantly began to work.

Since working with PT over the past year, my fees have increased by £1.3 million (combined deal size circa £150 million) and although I have put in a lot of hard work myself, it is in no small way down to the coaching I received at PT. I have recommended to our firm that for value-add, we need to switch coaching providers for our new Partners programme as Professional Training are worth every penny.

We ***understand*** Lawyers because we ***are*** Lawyers.

Work with us to increase your skills to win and more importantly, retain the work for your firm.

To start **your** programme, get in touch:

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professional-training.co.uk