

SUCCESS STORY

Client

Bill Finn, Relationship
Manager/Partner Alliance
Management

Challenge

One-industry career executive
re-invents himself

Results

- Built a strong, clear personal brand to present to any given audience
- Became skilled at navigating networking events
- Leveraged extensive skills in new areas of the job market

"Kathleen was really good at making sure I was mapping in the right direction and doing the right things that would lead to an interview."

— Bill Finn

For a free whitepaper *"Is Coaching Right for Me?"* and to read what other satisfied clients have to say about Kathleen's coaching, visit www.thewinsorgroup.com.

Auto-Executive Goes Into Overdrive, Shifts Talent to New Industry

Bill Finn had worked in the consumer lending financial arena for his entire professional career. Advancement sometimes came through changing companies – all in the automotive industry. Like many high-level managers and directors, Bill found himself out of work at a time when several members of his "natural" network, built over years of garnering professional relationships, were in the same boat.

Having made a few moves inside his industry, Bill knew it was time to look for opportunities in new areas. Confident in his management and financial services skills, he decided to do some evaluation to understand how he could transfer his talent to other industries.

Know Thyself and Succeed

The Executive Coaching program offered by The Winsor Group fulfilled Bill's requirements for guidance in evaluating and re-aligning his skills. The one-on-one coaching he went through provided valuable insights that he, like many people, had not uncovered or clearly identified for himself.

"My primary goal when I started the program was to figure out how to work with my strengths and transfer them to another industry. Given how competitive I needed to be, working through exercises that clarified my marketability – first to me and then to prospective employers — proved very worthwhile," said Bill.

Laser Focus and Lots of Work Pays Off

Learning networking strategies, including the right time and right way to ask for and get an interview, or to determine if there might be a fit or not, are other valuable skills Kathleen Winsor-Games taught Bill.

Bill also conveyed that the personal branding exercises and learning to communicate more concisely were central to his appreciation for Kathleen's insights. "She taught me ways to find the so-called 'hidden job market' which proved very fruitful. Kathleen helped me in many positive, constructive ways." ☺

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SUCCESS STORY

Client

Colleen Stiles, Entrepreneur,
Philanthropist and Educator

Challenge

Examine past career choices to
continuing grow as a leader

Results

- Comprehensive self-assessment yields valuable insights and actionable outcomes
- Success Criteria “lens” leads to more strategic career decisions
- New tools for building relationships and alliances opens fresh possibilities

“Decisions I make now are strongly impacted by the strategic component of the Executive Bootcamp and Kathleen’s teachings.”

— Colleen Stiles

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From the Top of the Ladder, Where to Go to Grow?

Colleen Stiles, an instructor for the Bachelor of Innovation™ degree program for the University of Colorado, Colorado Springs, has enjoyed tremendous professional success. With a career centered around philanthropic work, Colleen has served as CEO of two United Way organizations as well as in other corporate executive roles. Although she had attained an impressive level of success, Colleen reached a point in her career where she wanted to take a long, hard look back at her work experiences and relationships.

Trust Just the Start of a Fruitful Journey

Stiles chose The Winsor Group’s Executive Bootcamp coaching program because “Kathleen is a top professional and I trust her. That trust let me be completely transparent and allowed me to reach deep inside myself and learn from mistakes as well as successes.”

Colleen quickly realized why the self-assessment work is one of the program’s cornerstones. “The time I invested on my own evaluation gave me the insight to look at myself with a detached, different ‘eye.’ That thoughtful work helped me find distinctive ways to express myself and was very worth-while,” stated Colleen.

Working one-on-one, Kathleen taught Colleen to “push the envelope” on how she thought about and acted on attaining professional fulfillment in relation to reaching financial goals. Colleen also found value in developing customized criteria to evaluate business relationships and build alliances and networks that are more thoughtful.

“The coaching gave me the skills and strategic understanding of how critical it is to be ‘at choice’ every step of the way in making career decisions. Looking through a new ‘lens,’ Kathleen helped me to streamline my goals and at the same time recognize a plethora of opportunities I never saw before.” Colleen added, “The Winsor Group has developed a compelling program that can benefit leaders anywhere in their leadership progression and that’s not easy to do!” ☺

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Client

Sandra Sage, Operations Director

Challenge

How to concisely yet persuasively present years of accomplishments to a new target audience

Results

- New self-positioning attracted new prospective employers
- Confidence-building interview prep, practice, led to choice role
- Win-win negotiation strategy proved profitable

"I'm certain that Kathleen's coaching helped me to land the job I have today."

— Sandra Sage

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Defining Unique Positioning Leads to Promising Prospects

Sandra Sage has enjoyed a long and interesting career. Experiences range from teaching microbiology to promoting high-end vacations at luxury hotels. During a recent job search, Sandra decided she wanted to expand her employment options. Teaming up with a coach to re-define "hospitality" beyond the hotel and travel industries, where she had spent most of her professional life, was essential to finding that next challenging and fulfilling position.

Sandra originally met Kathleen Winsor-Games, principal of The Winsor Group, through her 8 O'clock Job Club. During subsequent individualized sessions, Kathleen taught Sandra how to differentiate herself and make her resume and interviews memorable using outcome-based story-telling. This new approach to her self-positioning was valuable for not only building Sandra's confidence when searching for positions, but also helped her attract new prospective employers.

Hospitality Pro Creates Hospitable Conditions

"By being kept on task by my coach, I really focused and brought continuity to my communications. Kathleen and I collaborated to define and articulate my personal positioning. With her direction, my resume, my online profiles and elevator pitch were re-worked and fine-tuned to convey my uniqueness in the market. With my messaging clear, aggressively networking became less daunting," said Sandra.

"Kathleen worked with me through all the key stages of the search: how to handle phone screening; presenting my best stories in interviews; and, leading the win-win negotiations when I was offered that right job," she added. Sandra views her collaboration with Kathleen as a successful and worthwhile stage in her career progression. Sandra not only enjoyed working with Kathleen but also appreciated her knowledge base and the level of care and concern she has for her clients.

Sandra secured a fulfilling position and said, "Kathleen was great to work with and I liked how expertly she guided me every step of the way. I have nothing but glowing comments about The Winsor Group." ☺

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SUCCESS STORY

Client

Susan Nylen, Director of Finance

Challenge

Find a company where mentoring and being mentored are part of the culture

Results

- Created a foundation for identifying best fit prospects
- Identified and applied practical tools that streamlined the search process
- Focused job search yielded ideal position

"Kathleen is one smart lady. She made job searching less daunting and even fun!"

— Susan Nylen

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Accountant Thrives on Being Accountable

Susan Nylen was looking to advance her career. Her impressive credentials and solid work experience put her in a great position to be thoughtful about choosing that next company. Susan had formally and informally mentored many associates over the years, but realized at that point in her career she wanted to seek out a mentor for herself. Susan explained "It was important for me to get to that next level in a challenging and interesting position, enough for me to make an investment in my career."

Susan met Kathleen Winsor-Games, principal of The Winsor Group, and chose her as a mentor after learning that Kathleen provides highly individualized coaching. She also knew from the website that The Winsor Group has developed a host of tools that resonated with her. "We all like to think we know exactly what we want and how to get there. But actually working through scenarios and exercises with a coach is dynamic and so much more valuable. Kathleen kept me focused on identifying and analyzing roadblocks and got me to solutions," said Susan.

Professional Rule-Writer Learns to Write Her Own

Working through *Success Criteria* exercises provided Susan with a foundation to truly understand what motivates her. It provided the framework to know what type of company culture she would not only thrive in but also to find the right role that would position her to flourish as a leader.

Susan also found that, by design, her customized criteria became a valued tool to use when reviewing job listings. Faster screening of industries, companies and positions streamlined the often lengthy search and application process. Susan was able to move on quickly from prospects that did not fit her criteria.

Susan pointed out that "Looking for a job is not exactly a fun process but working with Kathleen made it seem so doable. She gave me great encouragement and confidence. I knew that going through coaching would result in good things and it did!" ☺

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TESTIMONIALS

These Job Club “graduates” have great things to say about a weekly opportunity to help yourself in your job search.

“I attended The Winsor Group 8 O’clock Job Club during my first employment search in many, many years. I learned how to quickly sell myself using my personal ‘elevator pitch.’ At each meeting, I was given instant, constructive feedback that helped me refine my pitch. I was ready and confident in any setting where I came across a lead for a prospective position. I was able to convey to anyone anywhere what I was looking for in my next career move within a minute.”

– Bill Finn

“Every time I attended The Winsor Group 8 O’clock Job Club I walked away with new ideas and information that helped me in my career search. Discussions around how to best contact associates and prospective employers, and how to approach different types of companies made that two-hour session a worth-while time investment! Learning about the wide breadth of resources available and hearing first-hand experiences about using those tools was a time-saver and valuable on its own.”

– Susan Nylen

“I learned about The Winsor Group’s 8 O’clock Job Club through an on-line job board and thought, well only \$5 for a two-hour session, it will be worth it to attend at least once. I was immediately impressed with Kathleen – her ability to convey useful information and work with everyone in the room. Listening to fellow job-seekers’ challenges and successes helped my perspective on my own search. I went on to work with Kathleen in a smaller group and then one-on-one for coaching in a few vital areas. Kathleen really cares about her clients. Her energy and compassion come across in everything she does.”

– Sandra Sage

Make Your Reservation!

We meet every Wednesday from 8 a.m. to 10 a.m.
3773 Cherry Creek NORTH Ptarmigan Buildings, Ste. 575 Denver 80209
Please be sure to reserve a spot as space is limited and seats fill fast.
Reserve by phone: 303-331-3401 or email: kwinsor@thewinsorgroup.com

Come Prepared to Participate *and* Learn

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