



LEADERSHIP COACHING AND TEAM DEVELOPMENT

REKINDLE YOUR FIRE



With Pankti Killawala

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REDEFINE HOW YOU LEAD

I can help you cultivate leaders who are on fire in their roles without burning out.

Leaders who are passionate about their and their team's growth and development. They are willing to lend a helping hand to others and take responsibility.

Leaders who are ready to challenge conventional thinking and implement changes necessary to meet the needs of the next generation of the workforce. They possess empathy, yet are committed to team engagement to get the job done; leading by example in driving change.

Successful teams need leaders who are self-aware, confident, inclusive and possess the right mindset to lead. My ***Rekindle Your Leadership*** framework focuses on developing confidence, grit and a mindset to become a great leader.



By redefining how you lead, you can attain your business objectives, reduce costs and increase your revenues.



BENEFITS TO THE BUSINESS

- Leaders who are **confident** and committed to the **organisation's success**; leading change within the industry and inspiring teams
- Role models** for the junior team members; supporting and aiding **career development** across all levels
- Leaders who imbibe a **growth mindset** and demonstrate excellent **problem-solving skills** when faced with challenges
- Creating a business that understands **employee behaviour** and **motivation** enables employees to reach their full potential
- Creating **values** and a culture that is at the forefront of the day-to-day **decision-making** and helps business vision become a reality
- Creating a **fair and inclusive culture** for all which promotes loyalty and retention; **reducing recruitment costs and increasing profitability**
- Looking after the **well-being** of employees in the current hybrid environment; helping integrate work and life, focusing on the employee's well-being
- A culture where employees' emotional well-being is paramount, **reducing the cost of absenteeism due to stress, anxiety & burnout**
- Employer of choice, employing and **retaining good talent**



BENEFITS FOR THE EMPLOYEES

- Flame icon Increased **self-awareness and confidence**; be a good role model who is empathetic and respectful
- Flame icon Improved **communication skills** by speaking up to share ideas, being more **innovative** and calling out outdated behaviour and language, leading to higher employee engagement
- Flame icon Clear on the **vision and strategy**, motivated to create more efficient and effective high-performing teams
- Flame icon Letting go of perfectionist tendencies and feeling safe to make mistakes and push out of their comfort, knowing that they're supported to **learn and grow**
- Flame icon Gain the tools to manage stress and anxiety and be more **resilient** when they are needed to focus on increasing profitability
- Flame icon More **clear, calm and in control** of their career; increasing productivity and improving client relationships
- Flame icon More aware of their **strengths** and areas to develop so that they can step into larger roles and feel like they are making a difference
- Flame icon Increased **loyalty** to the business and inspired in their work to take on responsibilities and influence similar work ethic across the team
- Flame icon **Better at conflict management**, providing and receiving critical feedback and not taking things personally
- Flame icon **Working more effectively** with teams across the business, and their team reducing conflict and tension



MEET PANKTI KILLAWALA

I am an *Associate Certified Coach with the ICF* and hold the *EMCC Global Individual Accreditation at the Practitioner Level*. I work with ambitious individuals who feel stuck in their current roles, have lost momentum or find that their perfectionist tendencies are holding them back. I help them rekindle the fire in their career so they can confidently pursue their dream role with a clear vision.



My coaching is based on Neuroscience and psychology-informed approaches. In my Rekindle Your Fire Leadership program I help my clients with confidence and grit, become role models, seek promotions, find their voice and challenge the status quo, without sacrificing themselves and compromising family time.

In addition to being a Coach, I am a qualified Actuary and have over 15 years of experience as a Senior Actuary with expertise in leadership, team management, project management and mentoring. I have experience of being a senior professional in the financial services market in this day and age; having seen and experienced what most of my clients face in their professional lives.

As an Indian now living in the UK, I understand Eastern and Western cultures; and adapt my coaching style to meet my client's cultural experiences.

I live in London with my husband and 2 young children. I love travelling and we are off exploring different countries on most school holidays. The rest of my time is spent negotiating with my children, reading or watching Netflix.



HOW CAN I ADD VALUE

WINNING MIX FOR TEAMS

Unleash Your Teams Potential

Work with your teams to set out strategic values and objectives from the top. Embed the values at all layers so employees are in alignment with team objectives. Help senior management understand what motivates the team and create a behaviour profile for each member if required. Work with employees to improve engagement and confidence to drive performance and deliver better results.

Investment from: £18000

THRIVE

Customised 1:1 Executive Coaching

Your senior professionals will work through my Rekindle Your Fire Leadership Framework to develop their people and communication skills to manage their teams and stakeholders more effectively. I will rekindle their passion and help them get clarity and confidence to develop into their future roles and take more responsibility.

Investment from: From £3500 (depending on level and program length)

COACH DAYS

Open diary for a specific team or group of employees to have 1:1 online coaching calls. This is suitable for colleagues who need immediate, personalised help or an additional support for under performing teams. Topics include confidence building, presentation skills, working through limiting beliefs, habits to increase productivity, finding clarity and motivation or working through a specific challenge.

Investment from: £2000

WORKSHOPS

Bringing powerful areas of personal development to life. Workshops are customised to your needs and will focus on working with a group of employees relating to improving performance and motivation. Examples include Finding Confidence, Imposter Syndrome, Emotional Intelligence, Team Performance, Limiting Beliefs.

Investment from: £1500 per workshop

DISC PROFILING

DISC profiling is a psychometric test that helps colleagues by creating a framework to understand how individuals strengths contribute to team success by understanding behavioural preferences. Equipped with this knowledge you have the tools for the 3 C's for team success - clear communication, change management and conflict resolution strategies.

Investment from: £125 per profile; £250 for profile + feedback session



WHAT MY CLIENTS SAY

Pankti's professionalism stands out in a sea of unregulated coaches in the UK. Her calming presence and powerful questions have helped me reach goals I've procrastinated on for months. Her non-judgemental approach creates a safe space to discuss business plans or more sensitive issues, and she has an impressive toolkit, including strengths and personality tests that give you such self-awareness you can begin to thrive in your environment and become the leader you long to be. I highly recommend working with Pankti as your coach.

Lorraine Crighton-Smith, Coach and Marketing Mentor

Pankti has helped me gain clarity and understanding on my next steps whenever I felt stuck. Through powerful questions she challenged my thinking which helped me set my goals and take action both in my professional and personal life. She creates a calm and comfortable environment making it easy to talk to her.

Franki Hale, Managing Director/Founder Sonder Associates

Pankti Killawala Coaching

I have worked with Pankti for a number of coaching sessions and found them hugely rewarding. Not only has Pankti given me valuable time to reflect on work and personal situations, but she has helped me see scenarios differently and created the opportunity for me to explore what I really wanted. Pankti creating a safe yet challenging environment for each of our session.

HR Director, London



NEXT STEPS



STEP 1: BOOK A STRATEGY CALL

Book a 60-minute strategy call, where we get to know each other. We will discuss your most pressing issues about your team, particular individuals or senior management. We can identify your budget and understand your timings, format and what you need most help with.



STEP 2: PROPOSAL

Based on our discussion I will provide you with a proposal outlining various options which meet your needs as well as provide you the highest ROI. It will cover timings, scope of work, terms and conditions, breakdown of costs and ways of working.



STEP 3: GET STARTED ON OUR JOURNEY TOGETHER!

Once I receive the final confirmation, you will receive the contract and invoice. With the green light from both sides and payment terms agreed we will get to the good stuff! I will start the work with your team and provide you with regular feedback and reviews as agreed.

Are you ready to take the plunge? Book in a 60 minute free strategy call with me by visiting my website or emailing me at pankti.killawala@gmail.com

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