

Capabilities Statement



<p>Jackie Welch President, CEO</p> <p>Email: welchjackie@yahoo.com</p> <p>Website: http://www.tirolifecoaching.com</p> <p>Phone: 510.825.2841</p> <p>LinkedIn: www.linkedin.com/pub/jacqueline-welch/56/557/25</p>	<p>TIRO Life Coaching, LLC is a certified woman-owned, minority-owned small business that provides Core Organizational Development services as a business partner in the area of Coaching, Facilitation, Workshops, Talent Development and Succession Planning.</p> <p style="text-align: center;"><u>CORE COMPETENCIES SOFT SKILLS</u></p> <table border="0" style="width: 100%;"> <tr> <td>-Collaboration and Leadership</td> <td>-Time Management</td> </tr> <tr> <td>-Public Speaking / Presentation Skills</td> <td>-Communication Essentials</td> </tr> <tr> <td>-Goal Setting</td> <td>-Coaching</td> </tr> <tr> <td>-Customer Service</td> <td>-Predictive Index (HR Tool)</td> </tr> <tr> <td>-Sales</td> <td>-Handling Objections</td> </tr> </table>	-Collaboration and Leadership	-Time Management	-Public Speaking / Presentation Skills	-Communication Essentials	-Goal Setting	-Coaching	-Customer Service	-Predictive Index (HR Tool)	-Sales	-Handling Objections
-Collaboration and Leadership	-Time Management										
-Public Speaking / Presentation Skills	-Communication Essentials										
-Goal Setting	-Coaching										
-Customer Service	-Predictive Index (HR Tool)										
-Sales	-Handling Objections										
<p><u>SERVICES OFFERED</u></p> <p><u>Onsite Professional Workshops</u> Communication Time Management Career Development Networking / Goal Setting Leadership</p> <p><u>Professional Guest Speaker</u> Business Event Professional / Management -Coaching Sessions</p> <p><u>Professional Facilitator / Trainer</u> Leadership Programs New Initiative / Project Launch</p> <p><u>Predictive Index</u> Assessment tool for HR interviewing and onboarding, career planning providing data driven insight that optimize talent</p> <p><u>CERTIFIED COACH</u> A member of the ICF-International Coaching Federation. Highly renowned companies have realized coaching is effective, helping managers and staff to work in a more collaborative environment increasing productivity, creativity, and employee morale.</p>	<p><u>CERTIFICATION</u></p> <p>Woman-owned small business (WOSB) Minority-owned No. WR02966</p> <p>SBE Supplier No. 1796589</p> <p>CAGE Code No. 7LDLG</p> <p>DUNS No. 040732196</p> <p>EIN No. 47-2590092</p> <p><u>NAICS CODES:</u> 541612, 541618, 611430, 541990, 541611; 812990, 80171803, 86101802, 86101810, 86132000, 86132101, 86132102</p> <p><u>PAST PERFORMANCE:</u> Silicon Valley Business Journal -Guest speaker</p> <p>Bright Horizons -Workshop facilitator</p> <p>Clorox -Workshop facilitator</p> <p>Ohlone College -Workshop facilitator</p>	<p><u>BUSINESS QUALIFICATIONS</u></p> <p>Seasoned corporate business professional working for a Fortune 200 company with over 25+ years driving business results, embracing culture change, and working in collaboration with other teams to deliver exceptional customer satisfaction.</p> <ul style="list-style-type: none"> • Certified Coach, CPCC • Member of the Coaching Federation <p>Certificate in Instruction, Design and Delivery - Working internally with Learning and Development, and HR to identify potential gaps and implement the best overall training solution for the organization.</p> <p>Workshops / Facilitation Extensive experience in Public Speaking providing workshops and facilitation engaging staff and audiences creating a hands-on learning experience fostering change in thinking, behavior, and creating IMPACT.</p> <p>Diversity / Training – Facilitation</p> <p>Google / Tuck Digital Excellence Program</p>									

Why is coaching effective?

Highly renowned companies have realized coaching is an effective tool to advance their business and achieve their goals. Major corporations from a variety of business sectors have turned to coaching to improve their businesses, including IBM, Nike, Verizon and Coca-Cola Enterprises. Coaching is ushering in a new corporate culture, helping deal with complex job shifts and fine tuning leadership performance. Now more than ever, it is vital for an organization to evolve and stay ahead of an ever-changing global market. Coaching helps organizations develop pliable, yet practical, methods to achieve strategic business goals, sustainable workflow and maintain high levels of customer satisfaction.

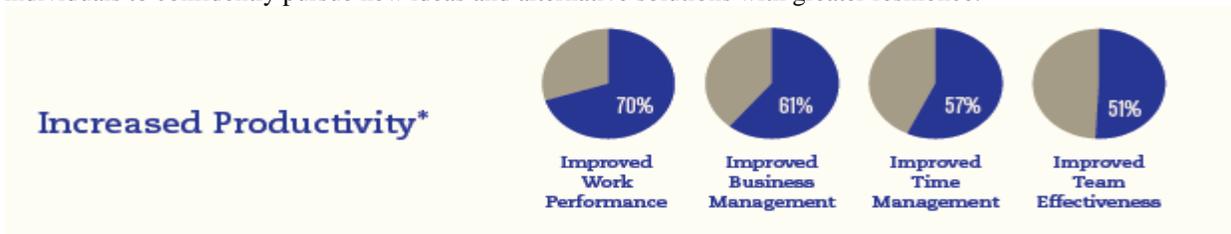
Like most organizations, you are probably facing high demands with fewer resources. Jobs are cut, workloads are heavier, responsibilities are more expansive and the pressure can be paralyzing but coaching helps overcome these complex job shifts. Whether its adjusting to mergers and acquisitions, bringing in new hires, or managing executive career transitions, the effects of coaching are invaluable and widespread.

Coaching is ushering in a new corporate culture that increases productivity by changing it from command and control to collaboration and creativity. Coaching helps facilitate executive education and training and helps integrate innovation and technology into corporate learning. It's helping close the gap between younger employees and experienced business people by empowering employees and encouraging creativity and collaboration. This increasing engagement with millennial employees is essential for corporate cultures to move forward with industry trends such as social media. Additionally, as coaches have vast networks of clients, coaches can be helpful in facilitating introductions in company networks.

Coaching dramatically improves leadership performance. It can enhance communication skills and public speaking by empowering employees with renewed confidence. It also helps employees navigate organizational politics by fine tuning listening skills and helping them accept feedback from colleagues.

Coaching Benefits

Professional coaching explicitly targets maximizing potential. At the heart of coaching is a creative and thought-provoking process that supports individuals to confidently pursue new ideas and alternative solutions with greater resilience.



In the face of uncertainty caused by workforce reductions and other factors, expectations of the workforce that remains in a suffering company are very high. Restoring self-confidence to face the challenges is critical to meet organizational demands.



Note: Dashboard Metrics provided by ICF (International Coaching Federation)

*The 2009 ICF Global Coaching Client Study, the 2010 ICF Global Consumer Awareness Study, and the 2012 ICF Global Coaching Study were commissioned by ICF but conducted independently by the International Survey Unit of PricewaterhouseCoopers.

"Coaching has changed me. I have then taken my own personal change and helped others see what is possible for them. With every problem is an opportunity—that is what coaching is about."

AMY MAGYAR, Operation Sales Manager, Burton Snowboards & Pioneering Woman Award Winner

