

**EXPERIENCE.  
CONNECTION.  
COMMUNITY.  
SUCCESS.**



Executive Central Directors Rob Balmer, Reyna Matthes and Glenn Ball

#### WHO WE ARE

**Executive Central is a group of senior executives who partner with you to develop an organisation where people are inspired to thrive and empowered to succeed.**

We build long-term relationships with our clients – senior executives across a wide range of business areas throughout Australia and the Asia-Pacific region.

As trusted advisors we help organisations create a roadmap for success, future-proofing your business by enabling your most valuable assets - your people - to become their best selves.

We deliver pragmatic coaching and consulting programs designed and delivered by executives with C-level experience. Our programs cover four key interrelated practice areas: Leadership, Sales, Strategy and Diversity. In addition we offer a unique Coaching Academy program that applies current coaching models and methodologies to the realities of organisational life.

#### WHAT WE DO

We offer coaching-based solutions for individuals and groups: these are tailored to your context and needs. We leverage our executive experience, high-level industry expertise and extensive connections to create value for our clients. Our coaching and training is informed by relevant real-world examples, insights and cutting edge research.

We dedicate ourselves to helping your organisation: navigate change and disruption; optimize performance; foster innovation through diversity; and unlock the leadership potential of your teams.

#### OUR UNIQUE APPROACH

Our difference lies in the skill-sets we bring to coaching. We think of this as the 'four hats of coaching': a highly skilled executive coach is able to flex between the roles of Educator, Mentor, Facilitator and Consultant, each role bringing a specific skill-set to the table. All of our coaches are selected for their deep experience of these four hats, and for their ability to know which one to wear and when. This depth and versatility is what makes Executive Central unique.

#### HOW WE CAN HELP



##### LEADERSHIP CENTRAL

Empower your people to succeed



##### SALES CENTRAL

Build a dynamic and passionate sales culture



##### STRATEGY CENTRAL

Strategize for results in a turbulent world



##### DIVERSITY CENTRAL

Build a diverse and inclusive organisation



##### COACHING ACADEMY

Become a highly-skilled executive coach

## THE FOUR HATS OF COACHING



### THE EDUCATOR

Brings sound knowledge, cutting edge IP and tools, shared judiciously to inform the clients' process of self-learning and self-enabling.



### THE MENTOR

Shares senior executive experience with the client, adding veracity and confidence to empower the client to adopt their own leadership position.



### THE FACILITATOR

Utilizes experience with advanced questioning and listening skills to aide the client in gaining clarity and generating their own solutions.



### THE CONSULTANT

Contributes their sound and contemporary subject matter expertise, enabling the client to make well-informed decisions for themselves.

**'We bring our unique experience, skill-sets and methodologies to all our individual and group programs. We aspire to empower and inspire our clients to develop their full potential.'**

## HOW WE WORK

### INDIVIDUALS

We deliver on a unique and effective individual coaching methodology that gets immediate results. Coachees generate powerful learning about themselves and their situation, and are challenged and supported to apply that learning in the workplace. The aim of coaching is to support and empower the individual towards greater self-knowledge and agency, activating strengths to realize his/her full potential.

### GROUPS

We apply best practice principles of adult learning, ensuring a learner-centered, interactive and experience-based approach to facilitated workshops. We utilize our extensive Executive Central IP to provide content and process that is tailored to client needs. As with individual coaching, we facilitate the creation of action plans to get immediate and long-term traction back in the workplace.

### PRACTICE MODELS

Executive Central has developed a toolkit of pragmatic and evidence-based practice models and frameworks, such as ECOS® Operating Styles, ADAPTOR® Sales Leadership and the Four Hats Coaching Model. We also utilise a range of well-known diagnostic or developmental models such as Strengthsfinder, LSI, and L/I.



**EXECUTIVE  
CENTRAL**

For more information on how Executive Central can help you today, contact us at [info@executivecentral.com.au](mailto:info@executivecentral.com.au) or call 1300 737 495

Visit our website [www.executivecentral.com.au](http://www.executivecentral.com.au) for more information on our full range of programs.

## OUR PERFORMANCE GUARANTEE

"We think that any organisation in the business of performance improvement should absolutely guarantee its own performance. We believe so strongly in the success of our work and stand so firmly by our results that we offer a full or partial service refund if clients don't see expected returns." **Rob Balmer, Managing Director, Executive Central**