

PuMP® Coaching with Louise Watson

Have you ever had a situation where you thought, *“If only I could just call an experienced PuMP® expert and talk this through...get a few tips to overcome this challenge...get some additional facilitation resources...bridge my knowledge...?”*

Well now you can! Based on demand, Louise Watson, Canada’s licensed PuMP® Blueprint Consultant and Official Partner of Stacey Barr, offers two types of coaching sessions:

- Personal one-on-one coaching
- Group coaching for multiple measure teams

Implementing the PuMP® Blueprint successfully takes practice, just like learning anything new.

Through our experience with clients just like you, we’ve noticed that there are some common challenges people face as they start to implement PuMP®, including:

- Writing results in plain language
- Knowing exactly what to put in their Results Map
- Keeping their Results Map focused
- Creating Measure Designs for tricky, intangible results
- Engaging colleagues in the PuMP® process.

When you’re facing challenges like these in the workplace, the PuMP® coach helps by:

- Being a sounding board for your ideas
- Guiding you with tips and templates
- Providing specific resources to address your individual challenge.

Which type of coaching is right for you?

There are a couple of decisions you need to make to determine if personal or group coaching is right for you.

- **How many people?** Do I need the coaching to be just for me? Or do we need it for a larger group of people?
- **How deep-a-dive or how many PuMP® steps?** Is this for a single issue that can be addressed in one session or is it an issue that needs a few conversations over time to overcome? Or do we want support moving through multiple PuMP® steps?

An example of a deeper-dive on one PuMP® step is when a client is translating their strategy into results and building a results map. There are many new habits to practice, so often the client benefits from continued coaching support and feedback as they work on iterations of the results and map. Often a client decides to take 1 or 2 important goals through the first four steps of PuMP®. In this example, the client’s measure teams benefit from receiving tips, additional resources and facilitation support as they prepare for and practice each of these steps.

What to expect

Either by email or by telephone, we agree on what you want to achieve from the PuMP® coaching session(s) and then set the session date(s).

We also discuss the virtual technology we will use and, if it is for a group of people, the best way to include everyone in the conversation. Usually Louise uses a screenshare service called GoToMeeting, or we can discuss other options if your organization prefers another service.

Before each session, you send Louise your work and questions or issues. After the session, she will send you any follow-up materials that will help deepen your practice and overcome your struggles.

Coaching Package Details

Once you have decided on how many people you want on the call and whether it is a one-off session or a series, you can choose the package that best suits your needs.

Personal one-on-one options

- **One-off personal coaching:** This package is designed to assist a client who has one specific issue that can be addressed in one call with one person taking part. If you would like to have one other colleague sit in on the call, please let Louise know in advance.
- **Package of six personal coaching sessions:** This package is designed to assist a client who would benefit from continued feedback over time on a more complex issue or a series of issues or steps.

Group coaching options

- **One-off group coaching:** This package is designed for representatives of multiple measure teams to address a similar challenge or issue in one particular PuMP® step – all in the same session.
- **Package of six group coaching sessions:** This package is designed to help multiple measures teams have greater success during their PuMP® implementation. With the assistance of a PuMP® coach, the teams build confidence and skills as they develop more meaningful measures with greater buy-in. Each session is tailored to address specific challenges in a PuMP® Blueprint Step. Measures teams send Louise their work from the Step they've just practiced; then, in the session, she reviews the fundamentals of that step and provide tips on how they might improve. She can also prepare the teams to implement the next PuMP® step. If the group prefers, they can choose to continue to take a deeper-dive on the step where they need it most.

Additional Details

- A personal session is 45 minutes in length. A group session is 75 minutes in length
- For each session, Louise reviews the work sent in advance and, then after the session, sends specific resources to help you move forward.
- Coaching sessions are purchased in advance. A one-time session is valid for one month from date of purchase. A pack of six is valid for five months from date of purchase.

Package Pricing

- One-off personal coaching session: \$475 CDN* for one 45-minute session
- Package of six personal coaching sessions: \$2600 CDN* (\$250 savings)
- One-off group coaching session: \$1000 CDN* for one 75-minute session
- Series of six group coaching webinars: \$5500 CDN* for six 75 minute sessions (\$500 savings)

** plus applicable taxes*

Pre-requisite: People who take part in coaching sessions must have completed a PuMP® workshop or online program, unless agreed upon with Louise in advance.

Time zones: We make every effort to schedule coaching times that are convenient for you. Please note that Louise works in the Pacific Time Zone.

Money-back guarantee: If you don't find our help was useful, we will refund your payment. You must submit your request for a refund, in writing, within 24 hours from the end of our coaching webinar.

Booking a time to get started

Purchase your coaching session right now:

PuMP® Coaching – Personal for One-on-One:

<http://www.adurastrategy.com/product/one-off-discussion/>

PuMP® Coaching – Group for Measure Teams:

<http://www.adurastrategy.com/product/pump-coaching/>

Or Email Adura Strategy at hello@adurastrategy.com and let us know about the kind of help you're after. We'll get back to you within a couple of days so we can set up a time to plan the virtual coaching sessions.

Contact Information



Canada's Official PuMP® Partner

Louise Watson

President, Adura Strategy

Licensed PuMP® Consultant

O: 604-924-4545 | C: 778-228-4545

E: louise@adurastrategy.com

www.adurastrategy.com