

Why chose MMG as your coach?

Lesley-Ann Marriott, CEC, PCC is a professional executive coach and a faculty member of the CPABC Executive Programs. She is the principal of Marriott Management Group, a consortium of executive coaches and specializes in supporting leaders as they elevate themselves through each level of their careers. A former executive herself, she understands the tension and challenges of managing a career, life and leading and influencing others. Since 2008 Lesley-Ann has been coaching professional accountants and providing professional development seminars.

Lesley-Ann brings a unique perspective to professional accountants. Her roster of clients includes many credentialed professionals and executives, and she is a Faculty member for the Royal Roads University Executive Coaching program. This vast exposure has granted her the opportunity to accumulate over 4,000 hours of coaching with professionals – C-level leaders and those who aspire to be, heads of major business units e.g. CEOs, CFO's, Controllers, technical wizards, and young high-potential leaders. Many of these professionals decide to get a coach when they feel that a change in behaviour, either for their team or themselves will make a significant difference in the long term success of the organization. Others are challenged with rapidly changing markets and work force, increased financial and legal scrutiny and balancing life. Whatever the reason, successful people who want to take their careers and life to the next level, find a coach to be one of the best tools for success.

What is coaching?

Coaching is all about YOU. Coaching is a confidential conversation which focuses on identifying solutions to help you achieve changes that lead to your individual success. The coach provides a process for you to explore what's important to you, helps you align and clarify your goals and values, identify and eliminate what's holding you back so you achieve what's important to you both personally and professionally.

Confidentiality – the cornerstone of all coaching relationships is one of ultimate confidentiality. Whatever is shared in the session will not be discussed outside of the session. The client however, is free to share anything.

How will the coaching be done?

The coach provides the process – a structured approach to the conversation, and you provide the thinking. The coaching conversation is a space where you can have reflective conversations about your work and personal life and be challenged on your thinking approach. Although the coach's role is not to consult, they contribute their skills, talents and vast experiences gained through exposure to a wide variety of clients and industries.

What are the benefits?

Clients have reported that coaching provides them with: one on one attention, expanded thinking through dialogue with a curious outsider, self-awareness including blind-spots and personal accountability for development.

CPA Member Benefits?

Our approach to coaching is designed by you. MMG offers 20% discount on your coaching package and can include:

- Foundational work – initial Discovery session clarifying goals of the coach relationship
- Leadership Assessments – we use one of the premier assessments in the consulting world today that is specifically designed to build self awareness and improve your influence and productivity of your relationships
 - Leadership Feedback and Expectations of role
 - Leadership Strengths and application of
- Team or Group Coaching – for your Senior Leadership Team or Finance Team. Group coaching is one the fastest ways to accelerate team work, trust and productivity.
- Customized leadership training & consulting for your team: conflict management, delegation, leadership presence and authenticity, coach approach to leading,

Coaching packages start at \$1400 which includes- initial assessments, and 6 one-on-one coaching sessions (1 90 minute session and 5 one hour sessions)

Is coaching right for you?

Contact: Lesley-Ann Marriott 604-315-7140 or coach@marriottmanagement.ca for your complimentary exploratory session.

To learn more about Lesley-Ann check out her website: marriottmanagement.ca or check out her bio below.

Lesley-Ann Marriott, CEC, PCC

Lesley-Ann Marriott is a Certified Executive Coach who holds the advanced credential of Professional Certified Coach. A former executive in the food industry, Lesley-Ann has over 25 years of leadership and management experience. She has facilitated hundreds of corporate partnerships at the most senior levels of the world's largest food companies – Coca-Cola, Procter & Gamble, and Nestle. Contracts in excess of \$50 million and managing sales of over \$2.5 billion were negotiated based on dynamic, collaborative partnerships.



Today, Lesley-Ann's clients include a roster of Executive Directors, Board leaders, Vice Presidents, CEO/CFOs and business owners who face a range of challenges: strategic development, launching new businesses, managing conflict, managing global/cross-cultural teams, improving the effectiveness of their board, identifying and developing their star performers, creating a team that is engaged in the company vision.

Senior leaders and independent business owners work hard to get to the top and often feel that they are carrying the load themselves. These leaders are fueled by the challenge to be the best; they are driven to grow and develop. Lesley-Ann helps these leaders connect with their talents and exceed their own high standards, and most importantly bring others along with them.

Lesley-Ann has a diploma in Marketing, is a faculty member of the CGA BC (Certified General Accountants of BC/CPA) Certificate in Executive Leadership program, Associate Faculty at Royal Roads University, Victoria, BC in the Certificate for Executive Coaching program, and is a facilitator of the SDI®- Strength Deployment Inventory^R, a proven tool for Managing Conflict & Improving Relationships.