



CONSULTING

Success Study: Coaching for Professional Transition

Situation

After 28 years of working with the same employer at a local financial services company the client felt stagnant. Her professional accomplishments in client relations and awards for consistent increased profits for the company were overshadowed by a lack of fulfillment and desire for professional growth. Feeling overworked and underpaid, the client needed more but knew she couldn't fit anything else into her already full schedule. LMT Consulting was hired to re-energize her career and find ways to increase her income. Ultimately it was time for a professional transition, but neither client nor coach knew that would be the result when they started.

Clients' Intended Desired Outcomes

- **Re-energize career**
 - We help clients clarify their professional goals and create a plan to close the gap from where they are now to where they want to be.
- **Build confidence**
 - By using the DISC Behavioral Assessment we help clients (re)discover their inherent gifts and use their natural behaviors to reach their goals faster.
- **Overcome limiting beliefs**
 - Together we dismantle limiting beliefs and uncover an abundance of resources in unexpected places.
- **Increase income**
 - We show clients ways to increase income by tackling mindset issues that prevent them from reaching the financial success they deserve.
- **Dream schedule**
 - We help clients navigate conflicting behaviors by chunking down goals to create an ideal life experience.
- **Utilize natural skills to advise and guide**
 - By examining natural tendencies we discover individual gifts and help clients explore opportunities to be paid for doing what they love.

DISCover The Difference

Through basic behavioral understanding the client learned her natural style needed financial stability, which she had in her current career; however her desire for variety and growth weren't being met. Her people orientated approach meant friends, family, and colleagues often came to her for advice and guidance, which she generously shared for free. Recognizing these gifts and her dream of controlling her own scheduled, we created a plan that allowed her to maintain her current position while she gained experience as a life coach and saved enough money to comfortably leave her 28-year career. Within months of working together she began offering visioning workshops and coaching individual clients. Within 2 years she left her COO position in financial services to serve as a full-time professional life coach.

Results

“Laura is an amazing transformer. I have never felt so fulfilled and in touch with who I am. Thank you is not enough for giving me vision and abundance!”

- After many years in the same business the client lost her enthusiasm for the job because her day-to-day had become routine. We found ways to utilize her natural skills to change the way she brought business into the firm and ultimately re-energize her career.
- Despite awards and public recognition for success, the client lacked self-confidence outside of her career path. Through behavioral understanding we focused on setting small goals to help her see success and build confidence toward larger goals that aligned with her new interest in life coaching.
- After thorough evaluation of her limiting beliefs, it was clear what the client thought would hold her back in the future hadn't held her back to date. Changing her beliefs around a college education helped her move forward in an empowering way.
- As a result of the client's increased confidence through coaching she was able to see her value. As a result she requested and secured a substantial pay increase AND the freedom to create her dream schedule. Limiting work for the firm to 4 days a week, she was able to start her life coaching business. The increased flexibility also offered her more time with family.
- After overcoming the challenges of being a single mom, working full-time, serving as partner in building a successful financial services business, and finding the love her of life; the client's desire to serve woman as a life coach could no longer be ignored. She started taking courses, gaining certifications and within 2 years left her 28-year career to be a full-time life coach serving woman across New England and around the country.

About LMT Consulting

“Our mission is to help people do and be more than they thought physically, mentally, spiritually and financially possible while building businesses and lives worth talking about.”

We provide tools and techniques to help clients understand their behavioral tendencies so they can manage energy instead of time, direct conversations instead of respond to them and communicate with others at a higher level.

Our coaching has proven to develop self-awareness, increase confidence, cultivate personal commitment, reduce conflict, improve group understanding, enhance team-building, and create massive results for our clients.

Email: Info@LMTWorthTalkingAbout.com

For a FREE Introductory DISC Assessment and to Schedule a Consultation