

ConnexionPoint™.com

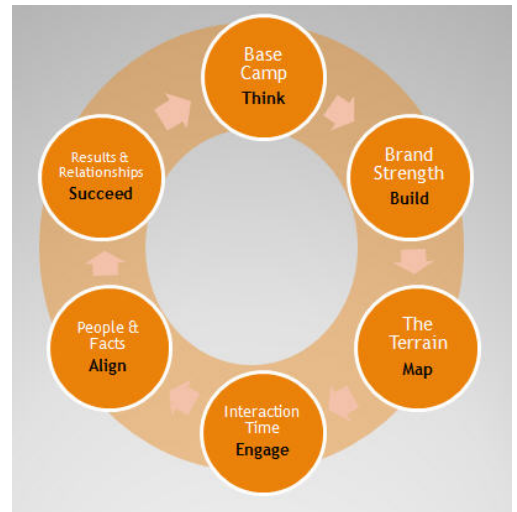
Connecting Impact Stories to Growth™

ConnexionPoint™ is a leadership & organizational consulting firm dedicated to nurturing the success of senior and middle leadership ranks and their teams through a unique and powerful coaching platform developed over a decade of delivery oversight work and captured case studies on large corporate initiatives.

The case studies developed by founder Amy Balog became a methodology which has become this practice aimed to help growth leaders and their teams articulate & navigate their impact story in a complex environment. **The program connects learnings from individual leadership coaching work to the larger story of the journey of the entire function is embarking upon to build sustainable value.**

Offerings:

Executive Leadership Consulting/Coaching
Departmental & Team Coaching
Leadership Assessments
Story Articulation / Departments & Programs
Delivery Brand Assessment & Development
Workplace EQ & Engagement Acumen
Collaboration & Delegation Coaching /Guidance



*The ConnexionPoint™ Mission Statement
To innovate leadership and engagement acumen at all levels of the organization by transforming thinking and language around building impact stories, aligning goals, and focusing on results around profitable growth.*

Organizational Benefits:

- ❖ Helping growth leaders drive the internal sale
- ❖ Build and lead the value story for the function
- ❖ Increased productivity between groups
- ❖ Navigating solutions & ideas through uncertainty
- ❖ Thinking tools that set up positive behaviors
- ❖ Connecting coaching to goals for role value
- ❖ Focus on individual and organizational results

Key Tenets of ConnexionPoint™

Navigating Success in a Complex Environment



A focus on navigating success of the client's role, results, and relationships in a complex environment. What is complexity? How leadership is applied at their level; how to grow a delivery brand; how to navigate ideas effectively; how to map the organization in concern to their work; how to communicate toward alignment; and how to have the most effective interaction time to build effective working relationships.

Leadership From the Ground Up:



Leaders exist in all parts of the organization regardless of title, position, or responsibilities. Any individual who is able to navigate their ideas outward into the organization and translate that work into a valuable footprint of results and relationships is a leader. A leader is also someone who is able to expand the value of their role in creative and meaningful ways.

The Three Gears of the Connected Leader



ConnexionPoint ties back a common theme in the platform content to the three gears of a the Connected Leader which are:

- ❖ Curiosity – about the problem, the solution, and the journey of the people involved
- ❖ Problem Ownership – taking personal responsibility and inspiring others to do the same
- ❖ Alignment of People & Facts - step stage alignment of people & facts to get the right work done

These gears need to constantly be in motion to *navigate success in complexity* and employ smart engagement skills.

Compliment to Assessments & 360s: (Assessments to Action)



Many people have already taken a number of personality assessments and 360 feedback reports. If an individual or a team has previously participated in an assessment instrument or a formal feedback framework, Connexionpoint is able to leverage that data and tie it to the “how” of role and brand innovation in the employee's current state scenario to ultimately navigate a meaningful impact story. If an assessment measure is missing and a preferred assessment by the company is an open option the **Hogan** HPI, HDS, and MVPI assessment suite and certified feedback interpretation is available through ConnexionPoint.

ConnexionPoint™ Connecting Impact Stories to Growth™

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Visual Thinking

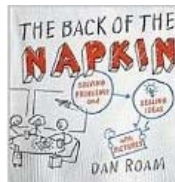
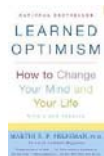
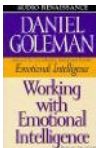
ConnexionPoint™ uses a slew of visual concepts to convey relationships of ideas and new ways of thinking about the client's opportunities to engage differently and build a powerful impact story at work.



The coaching program also encourages the client's development and use of using pictures to solve business problems as a powerful way to own the problem and build organizational alignment.

Tie to Industry Thought Leadership & Research

Accepted thinking from industry vetted research is referred to and used as source support for key concepts in the coaching platform. Clients are encouraged to read and learn these materials as appropriate. Some of these materials include: Daniel Goleman's, "Working with Emotional Intelligence", Martin Seligman's, "Learned Optimism", Dan Roam's, "Back of the Napkin", and Neil Rackham's, "SPIN Selling"...



Looking at Emotional Intelligence in context to Organizational Communication Work

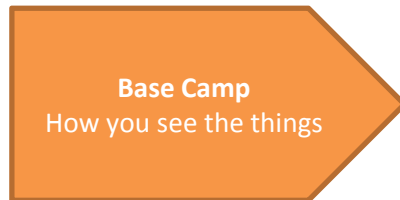
The platform ties EQ concepts and self management regiment of a positive emotional stance into the ability to navigate ideas effectively.

Specific Steps, Worksheets, and Visual Self Coaching Aids for sustaining impact



The goals of the program is to also provide the client the use of self coaching tools that can be used:

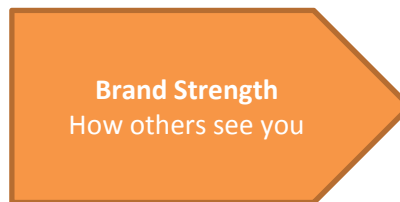
- ❖ Long after the coach sessions are completed
- ❖ For any wide number of situations
- ❖ To help facilitate and plan dialogue in the organization to navigate work & ideas
- ❖ To use with their own staff, management, and/or peers



Goals

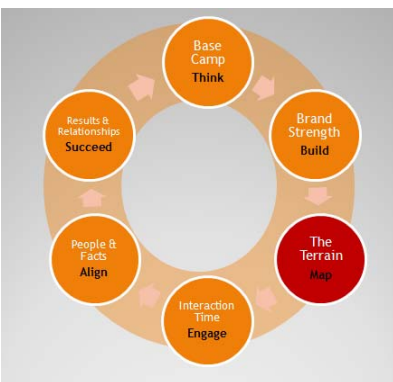
Goals Of Base Camp Work

Chart Emotional Attachments™
 Ability to move self to emotional center
 Positivity Stance
 Understanding of strengths and value neutrality of each
 Leadership Orientation (Inside | Outside)
 Results & Relationship Obligations



Goals of Brand Strength Work

Interest & Understanding of Brand
 Understanding of Brand Development Work
 Begin the work to build the story library
 Optional: Feedback & Feedback Proficiency



Goals of Terrain Work

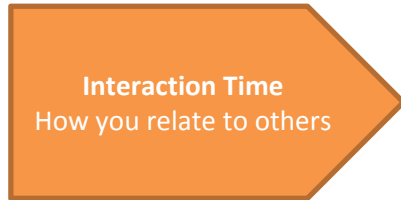
Understanding the sub-cultures & collaboration points
 Delegation Approach | Skill
 Build the story of the Function
 Outside Leadership Focus

Individual Payback

Impact Story

Organizational Payback

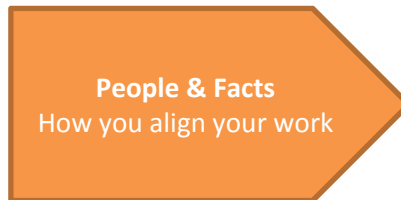
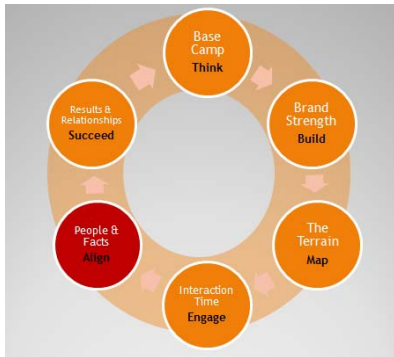
Focus on Results



Goals

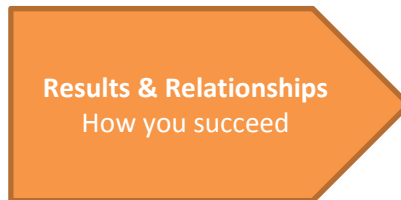
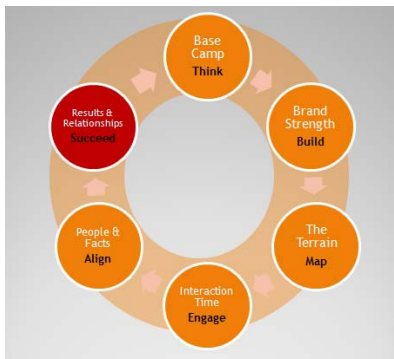
Goals of Interaction Time Work

Voicing & Learning of Needs
 Establishing Safety for Candor
 Questioning, Response, Listening Skills
 Use of Inspiration Key™
 Become a Power Relater™



Goals of Alignment Time Work

Winners Circle Framework™
 Ability to tell a simple, clear story for
 POV on work, role, function, company
 Problem Ownership Approach (gearing)
 Meeting Productivity



Goals of Impact Story Work

Design of goals, current state,
 pathforward aspirations,
 alignment to core strengths

Individual Payback

Organizational Payback

Impact Story

Focus on Results



About the Founder:

Amy Balog is the founder of ConnexionPoint Services LLC, a leadership consulting and coaching firm aimed at helping the growth leader navigate their value across a complex work environment.

Amy is an organizational and leadership coach, speaker, and writer. Before launching ConnexionPoint, Amy spent seventeen years working in the IT and management consulting industry selling complex project services and providing delivery oversight. Working with Fortune 500 global service companies and for industry leading consulting practices, Amy worked with CEOs to front line managers. From this work, Amy captured the real life lessons in case studies on specific leadership and organizational issues about what Amy call's "soft issues attached to hard consequences.

ConnexionPoint is designed to propel growth leaders toward their highest navigational abilities to effectively drive the complex internal sale, launch their leadership brand, and practice results and relationship stewardship.

"I have had the opportunity to work with Amy both in my current and in past companies, and also have had the opportunity to use her as a resource for other initiatives. I have found her to have great energy, a wealth of experience, the ability to develop relationships quickly, the ability to quickly assess a situation and provide meaningful insight, and the ability to do so with great candor." - VP Information Technology Consumer Mail Order Company

"Amy is an innovative leader a person with high integrity. She brings a new perspective to developing and coaching teams and other leaders in the organization." VP Applications Global Pharmaceutical Company

"Amy Balog is a total professional who is thoughtful, honest and caring. She is a great listener who uses that skill well to help solve problems and concerns. Amy also understands how interpersonal dynamics can directly impact a project's success or failure. I would definitely work with Amy again." – Senior Director AutoTrader.com

"Amy Balog's content and ideas around relationship strategy, influence, and political savvy are fresh and innovative. She's a powerful thinker, and I've learned a lot from her. She's also an exceptional person - a true connector and someone with the highest of integrity. Executives at every level will benefit from ConnexionPoint's offerings." Elizabeth Pagano , Author "The Transparency Edge, How Credibility Can Make or Break You in Business "

"Amy is a thought leader. I remember describing the symptoms of our challenges - Amy's insights surprised me because they weren't the symptom treatments I expected, they were cures I had not thought about. Few can do that; Amy does it quickly and makes it look easy. She has wowed me again with the ideas and content from Connexionpoint she has shared; it's a delight to see the results of great talent applied with diligence. I will always welcome the opportunity to work with Amy or to listen to her latest cures." - Senior Director Consumer Credit Company