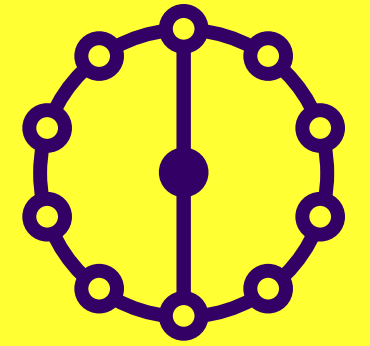




Claude & Ian
Coaching. Consulting



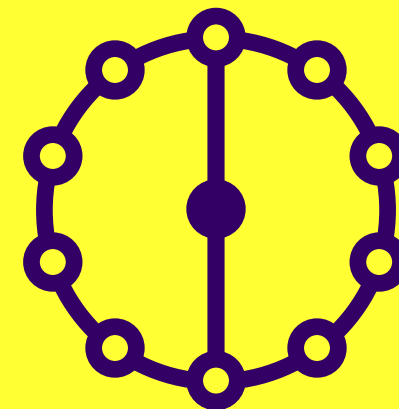
The Full Circle Model

Get your business back on track.

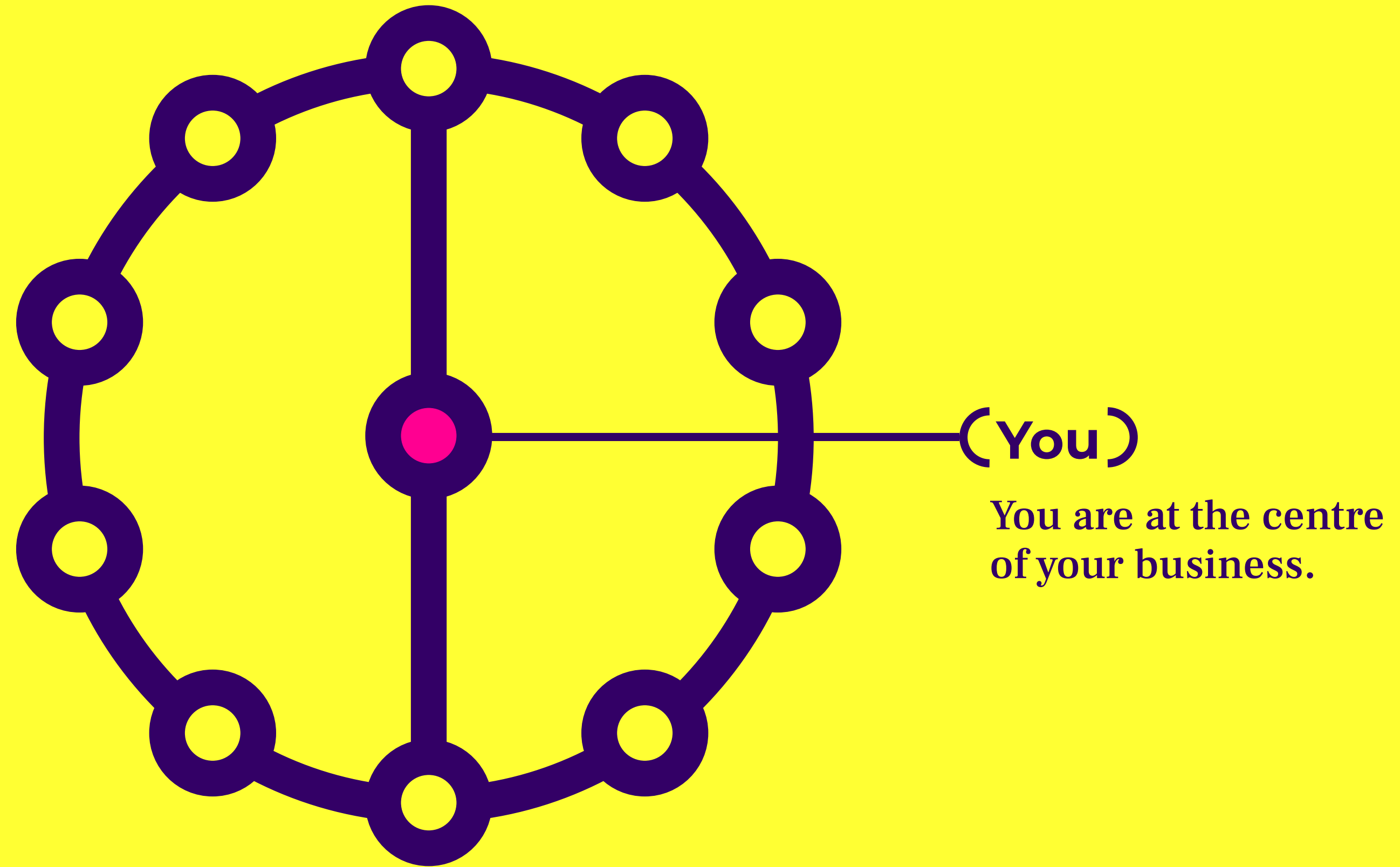
The Full Circle Model

The Full Circle Model is a holistic business coaching strategy.

**The 360° flow is vital in addressing both transformational
and transactional challenges.**







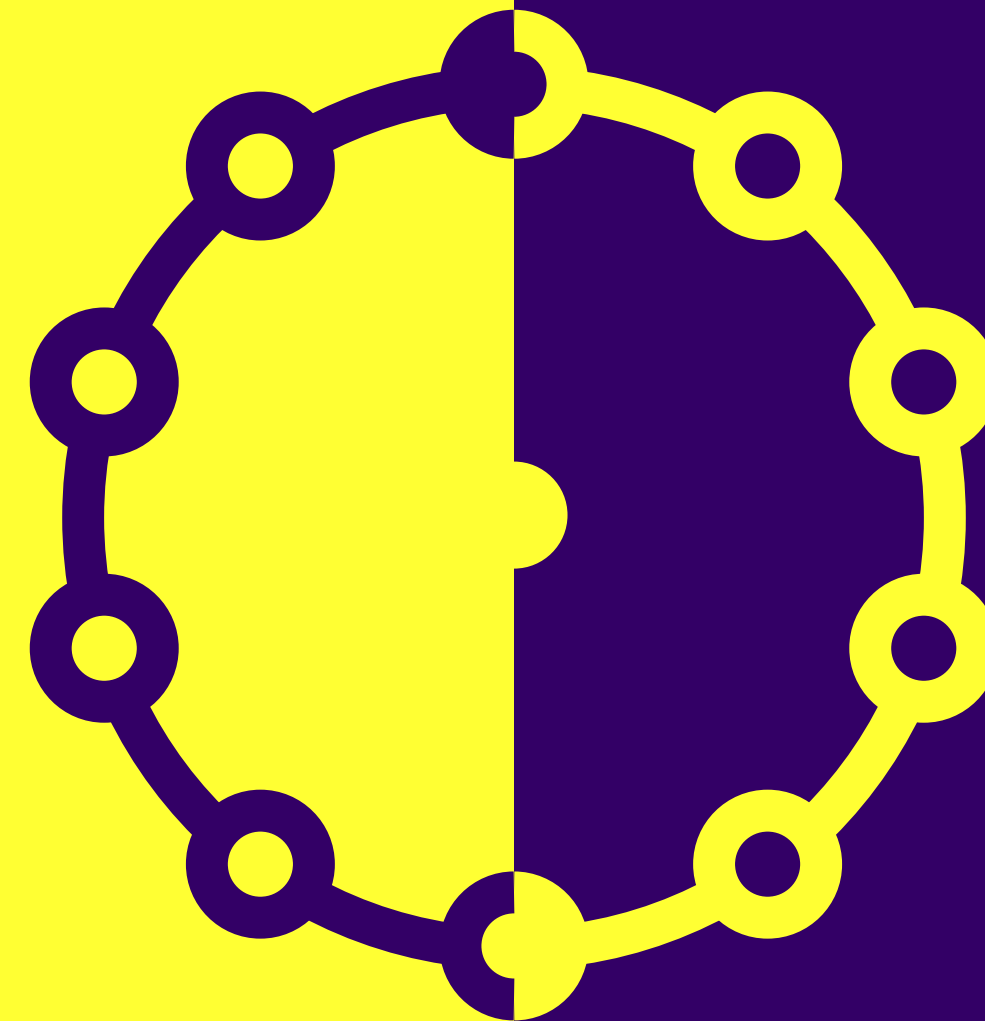
Two Sides

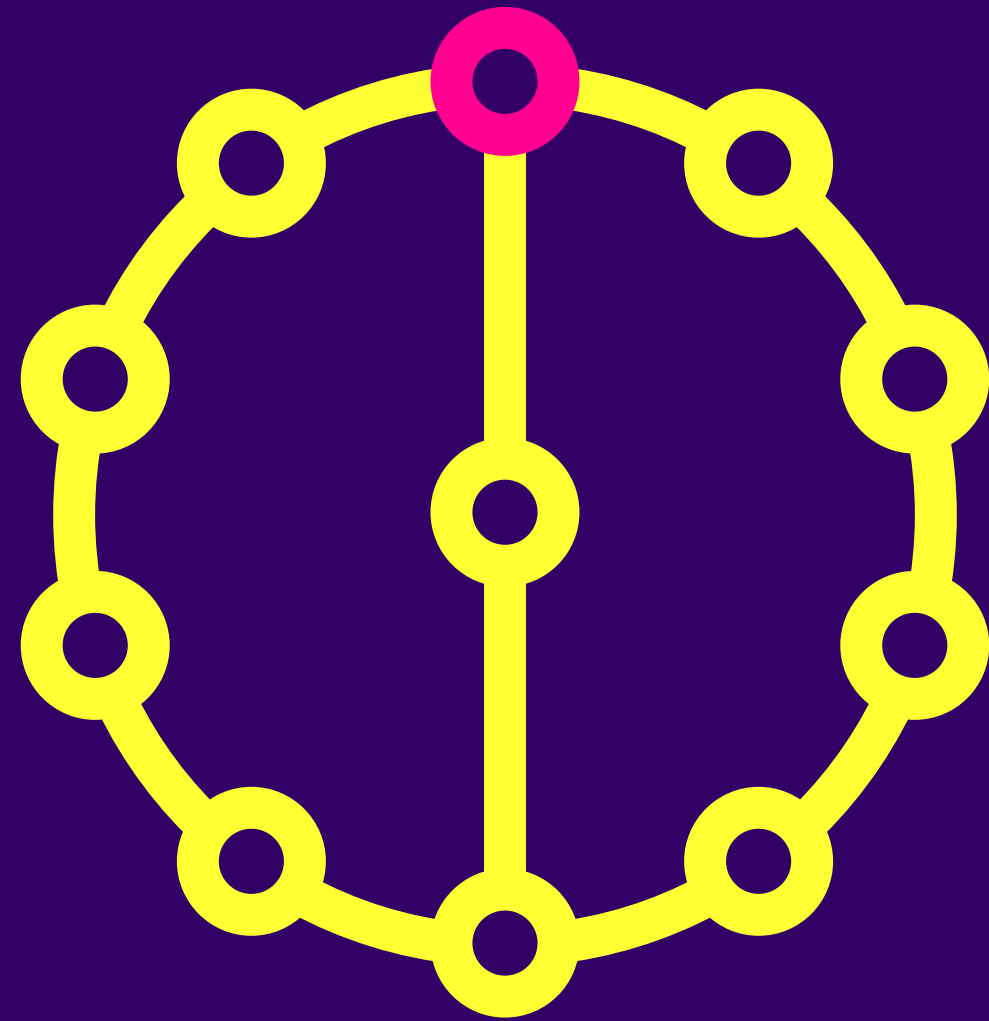
Transactional

The implementation of decisions to achieve change and results.

Transformational

The mindset shift you go through; to identify where you are, acknowledge the current state of your business and discover what you need to achieve change and results.





Stage One | Transformational

Purpose

Your purpose is your “Why”

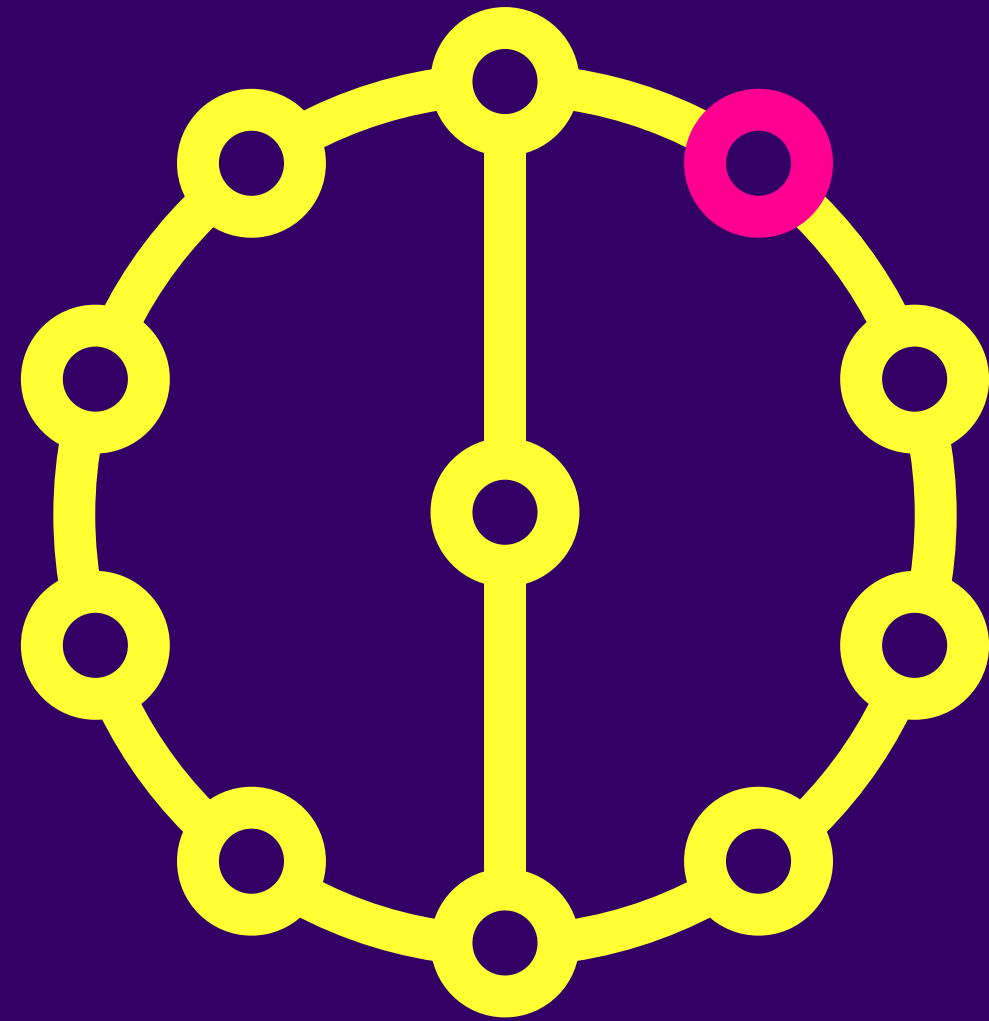
Persistence is stubbornness with a purpose.

Rich De Vos

Why does your business exist?



Claude & Ian
Coaching. Consulting



Stage Two | Transformational

Mission

Your mission is your “What”

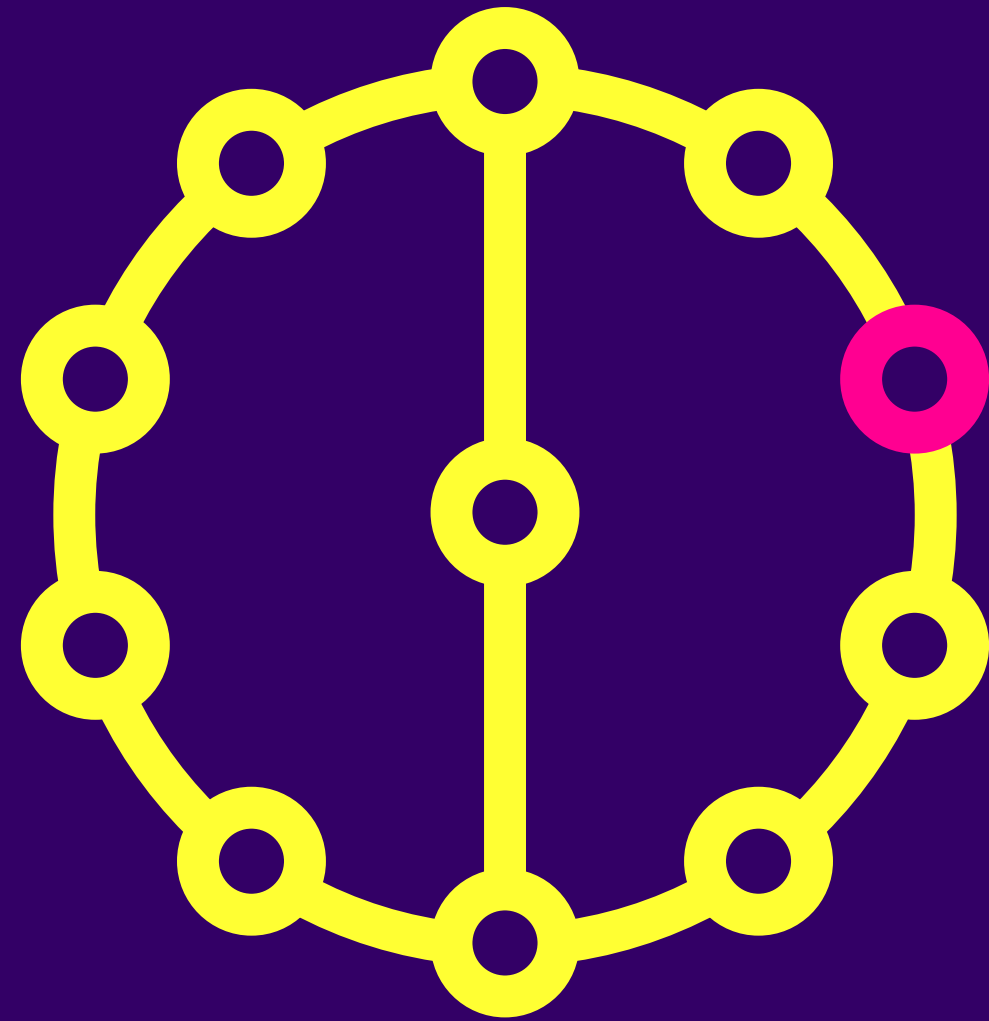
Your brand is what other people say
about you when you're not in the room.

Jeff Bezos

What is your Unique Value Proposition and Objective?



Claude & Ian
Coaching. Consulting



Stage Three | Transformational

Vision

Your vision is your “Where”

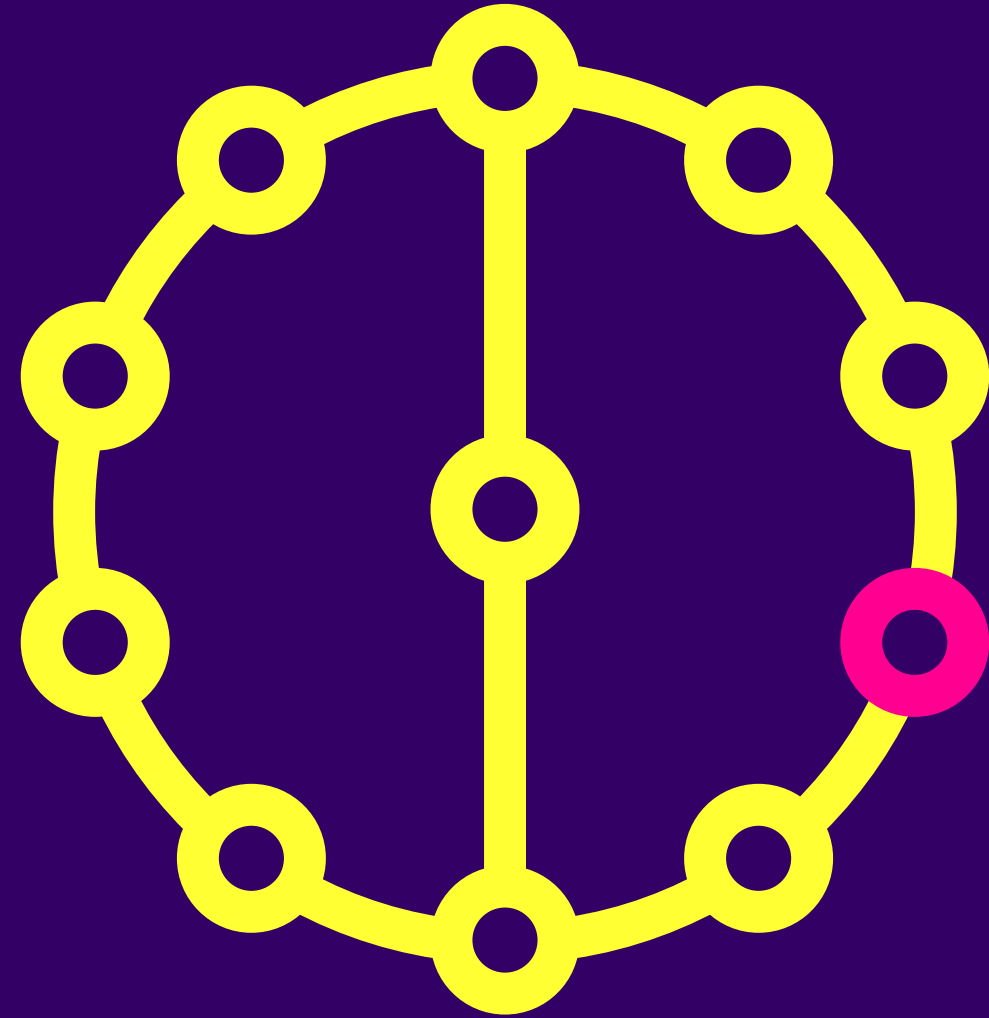
Someone's sitting in the shade today because someone planted a tree a long time ago.

Warren Buffet

What is your desired future or long-term goal?



Claude & Ian
Coaching. Consulting



Stage Four | Transformational

Team Alignment

Is your team aligned?

When you're surrounded by people who share a passionate commitment around a common purpose, anything is possible.

Howard Schultz

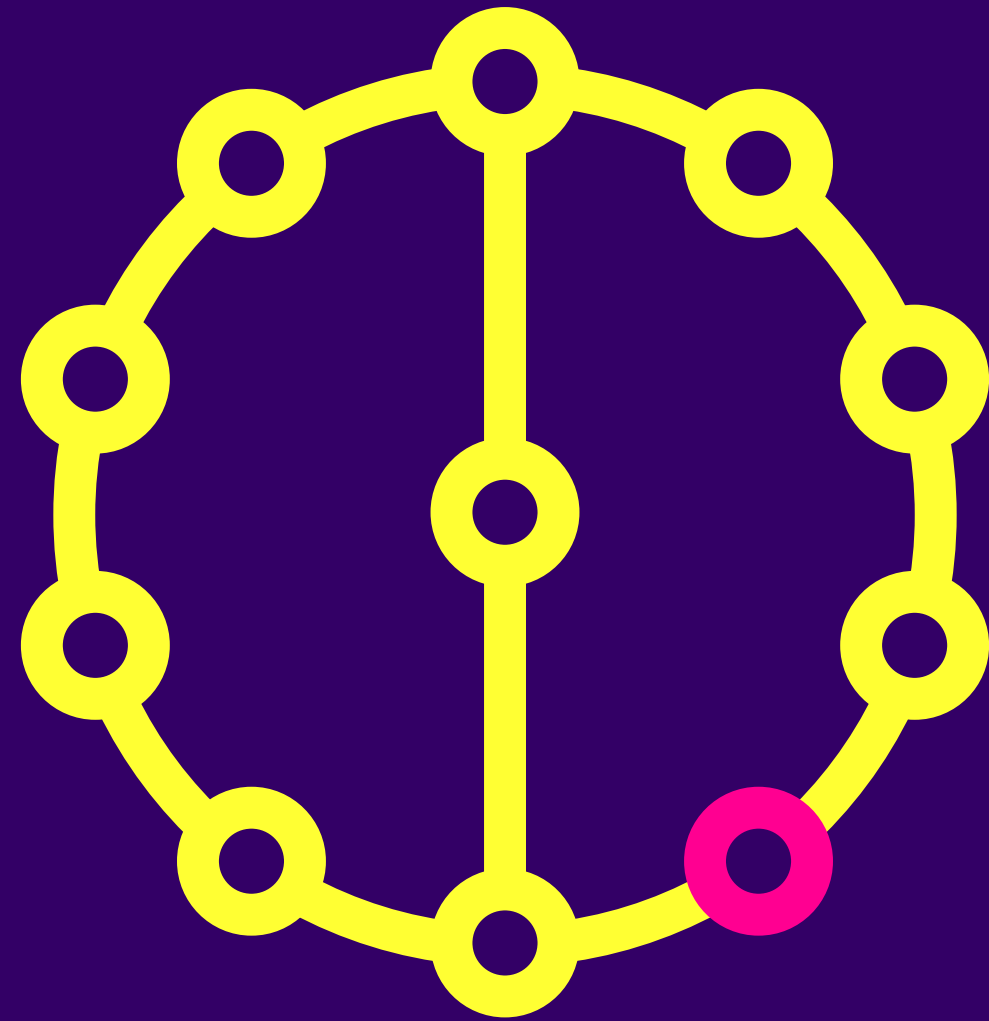
External

Is your leadership team aligned to your business Purpose, Mission and Vision?

What are the three main team-related challenges within your organisation?



Claude & Ian
Coaching. Consulting



Stage Five | Transformational

Internal And External Talent

Thinking about your people

Internal

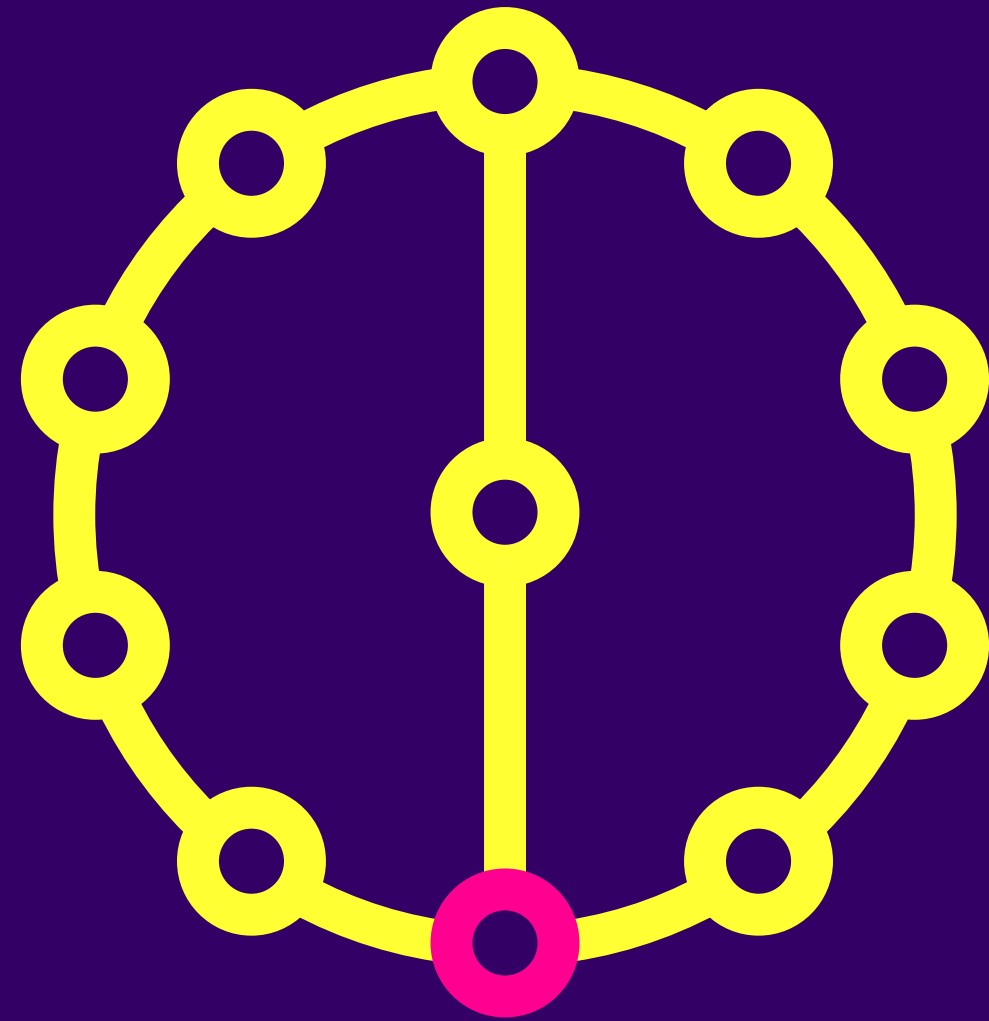
Does your team have the skill set, capability and capacity to achieve your business Vision?

External

What gaps do you see in your team's skill set, capability and capacity, and how are you addressing them?



Claude & Ian
Coaching. Consulting



Stage Six | Transformational

Challenges & Opportunities

Acknowledging your business challenges and opportunities

List your Business Challenges

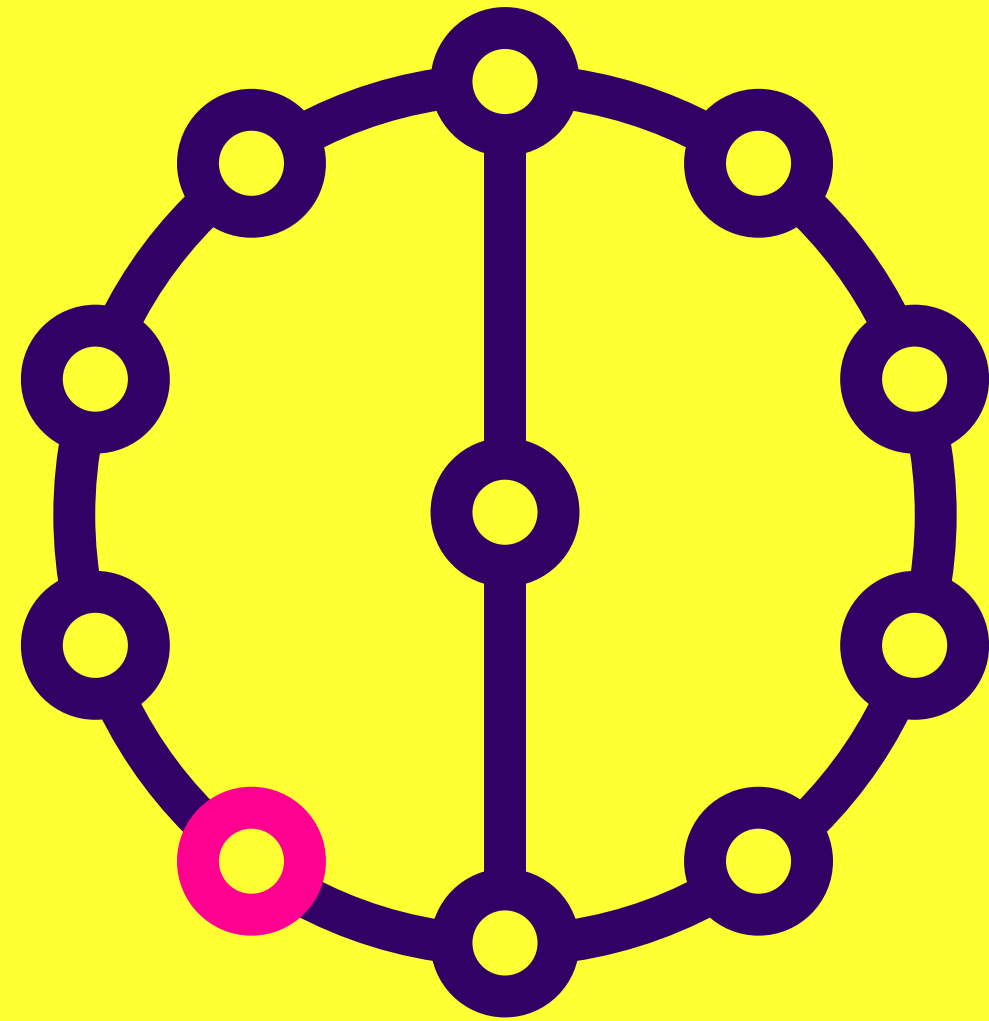
Can you list the three main challenges that are preventing you from achieving your Vision?

List your Business Opportunities

What three key opportunities will enable you to achieve your Vision?



Claude & Ian
Coaching. Consulting



Stage Seven | Transactional



Resources

What you have available to you

Internal

What resources do you have internally that enable you to achieve your Vision?

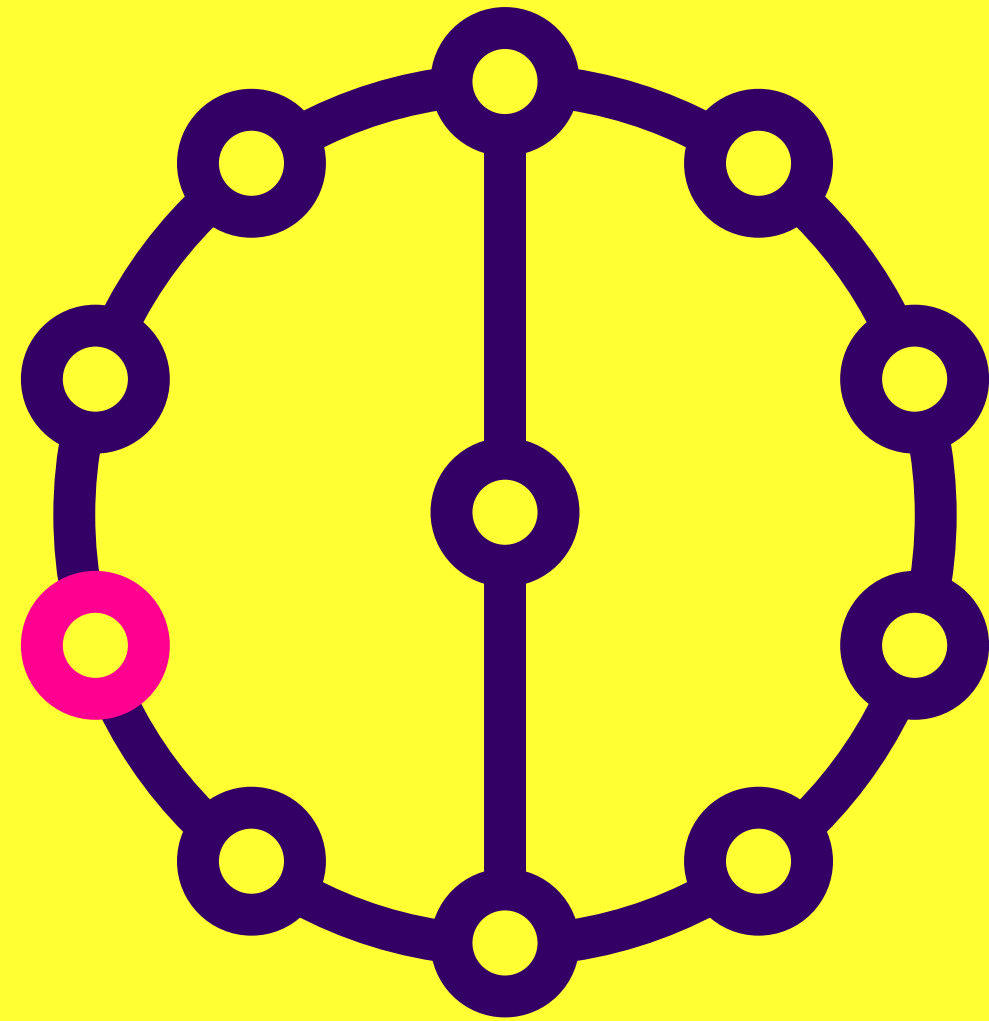
External

Have you contracted any external resources that enable you to achieve your Vision?

What have the results been?



Claude & Ian
Coaching. Consulting



Stage Eight | Transactional

Action

The moves you have made

Everyone can rise above their circumstances and achieve success if they are dedicated to and passionate about what they do.

Nelson Mandela

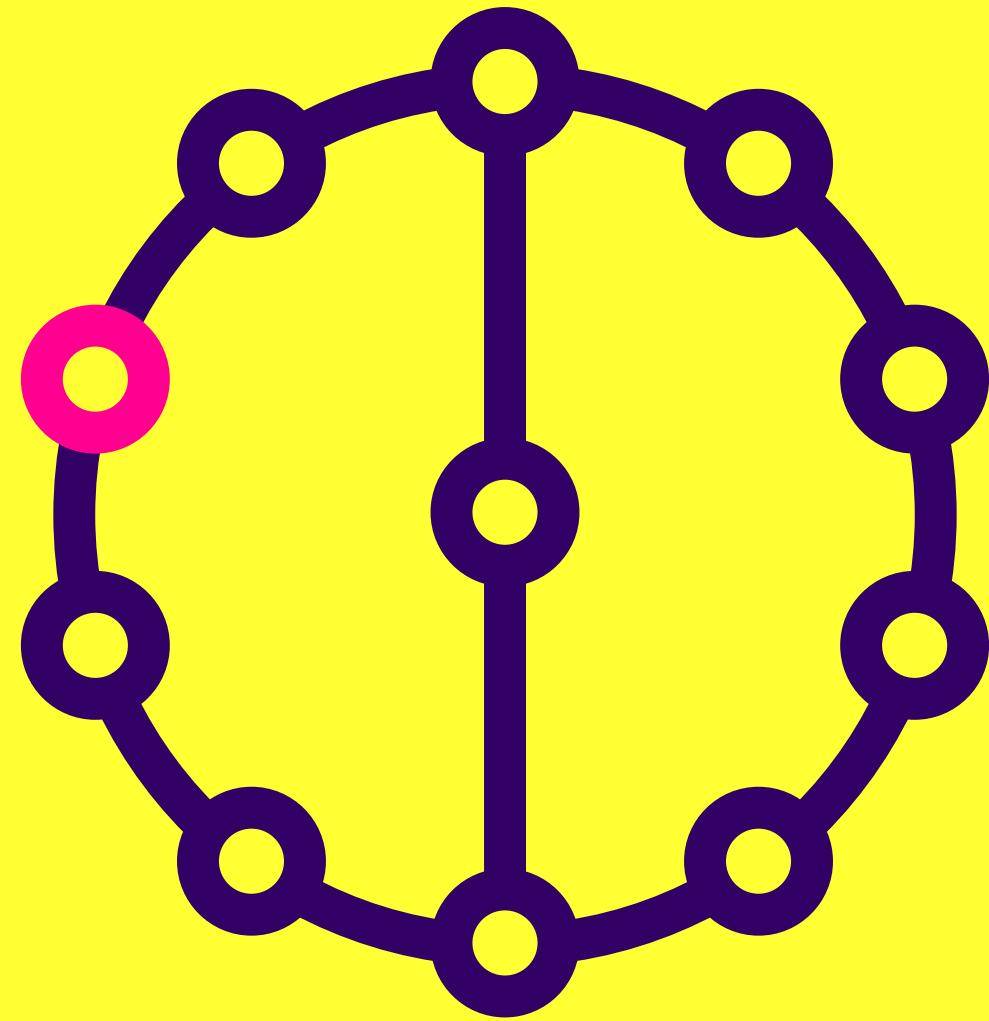
Ask yourself.

What actions have I taken to capitalise on the three main opportunities I've identified for my business?

What actions have I taken to address my three main business challenges?



Claude & Ian
Coaching. Consulting



Stage Nine | Transactional

Change

Leading through change

If you change nothing, nothing will change.

Anon Ymous.

Ask yourself.

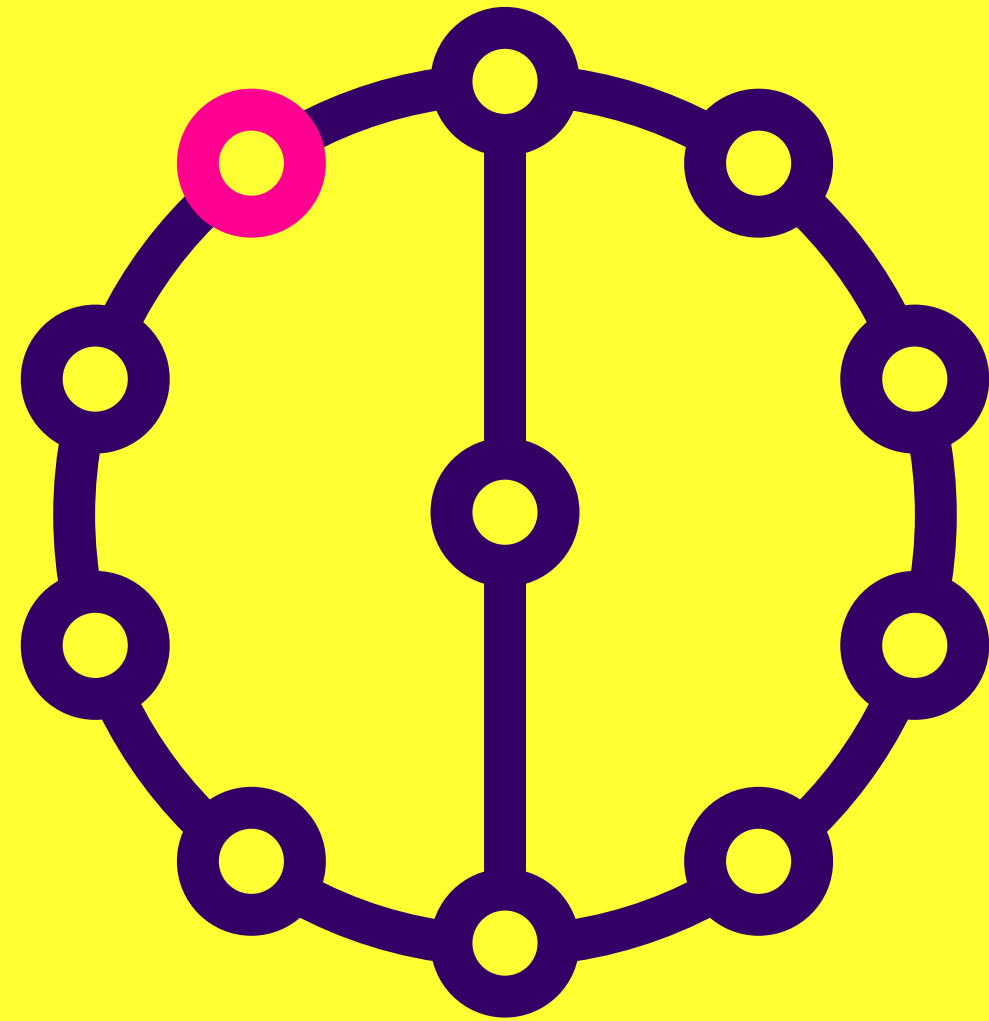
What changes have I made to my business and team based on my three opportunities and three challenges?

How successful have they been?

What changes do I still need to make to reach my business Vision?



Claude & Ian
Coaching. Consulting



Stage Ten | Transactional

Results

The impact of your changes.

Don't wish it was easier, wish you were better.

Jim Rohn



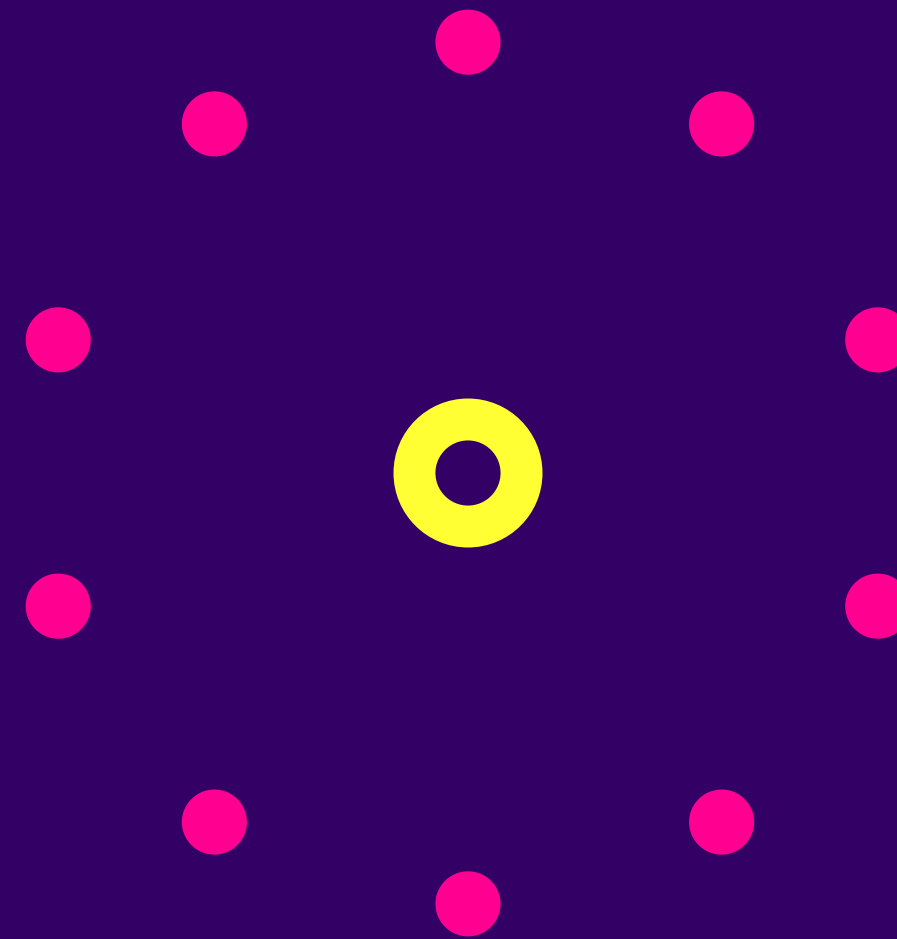
Claude & Ian
Coaching. Consulting

Ask yourself.

What are the outcomes of the actions I implemented based on the three business opportunities I observed and how will I measure the impact?

What are the outcomes of the actions I took based on the three business challenges I observed and how will I measure the impact?

Repeat



Repeat the cycle until you've refined and redefined your business.

Tell us what's next for you.

We would like to know how you've benefited from The Full Circle Model and where you're going from here.

You're welcome to speak to our coaches Claude & Ian.



Coach Claude

Contact Claude



Coach Ian

Contact Ian



Spaces, 1 Bridgeway Road,
Century City, Cape Town 7441

**COPYRIGHT 2020 © CICC PTY LTD
ALL RIGHTS RESERVED.**



021 830 5519

LEVEL 2 BBBEE.



info@cicc.org.za



