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Terri Stivarius, Esq.
info@pointerwise.com
www.pointerwise.com

LEADERSHIP & EXECUTIVE COACHING SERVICES

Terri Stivarius, Esq. is a Mindvalley™ Certified Business Coach. Under her leadership, we offer our individual coaching clients and group classes an exceptional adventure in self-discovery, growth, success, and joy in professional life. We serve corporate clients seeking an effective approach to elevating leadership skills, teamwork, and productivity for amazing results. We also serve individuals who desire to break through feeling "stuck" or suffer from unhelpful risk aversion so that they can experience professional growth and the coinciding rewards. Individual and group coaching options are available.

Problems Experienced By Most Leaders

Every leader, from the rising star to the top executive, experiences the negatives of increasing responsibility and the challenge of delivering on often unlimited expectations with limited resources. The most common problems for leaders, regardless of level and experience, are:

- ✓ Lack of confidence
- ✓ Limiting beliefs
- ✓ Burnout
- ✓ Overwhelm
- ✓ Procrastination
- ✓ Lack of health
- ✓ Inattention to personal goals and desires
- ✓ Lack of self-awareness regarding talents and gaps
- ✓ Inability to manage team conflicts and personalities
- ✓ Failure to practice and lead accountability
- ✓ Shortfalls in achieving team commitment and motivation
- ✓ Misunderstanding and misplaying politics
- ✓ Lackluster presentation skills
- ✓ Poor communication skills
- ✓ Conflicting goals and priorities
- ✓ Lack of clarity on the intersection of individual and organizational goals
- ✓ Disappointing team performance
- ✓ Failure to innovate and think strategically
- ✓ Impossible pace of change
- ✓ Projects and products that fail
- ✓ Lack of systemization
- ✓ Failure to delegate
- ✓ Disorganized prioritization
- ✓ Shortfalls in developing others
- ✓ Unsuccessful or disruptive interpersonal skills
- ✓ Toxic work relationships
- ✓ Misunderstanding of how to build team trust
- ✓ Micromanaging
- ✓ Perfectionism
- ✓ Over-volunteering and failing to finish
- ✓ Inability to lead change

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Why Coaching?

If you are unfamiliar with the practice of coaching, you are not alone. We've explained our process above, but why does it matter? The short and most useful answer is that we help your leaders achieve success for themselves and their organizations by helping them:

- ✓ Envision their highest goals
- ✓ Realistically assess their current realities
- ✓ Create an action plan for achieving goals
- ✓ Execute their action plan with measurable results beyond their goals

Our Mindvalley™-certified methodology accomplishes these measurable results by guiding each of our clients through a journey of self-exploration and breakthroughs that:

- ✓ Increase the chances of outstanding achievement
- ✓ Reduce the time needed to achieve amazing results
- ✓ Lower the energy and effort to produce equivalent results
- ✓ Provide a lasting framework for continued growth and success.

Is It Really Worth It?

Ask yourself how much a 2 to 5% increase in productivity would mean for your bottom line. To improve the results driven by your leaders, those leaders must continuously grow their confidence, impact, and effectiveness. What got you where you are will not get you where you're going. Leadership is everything whether you are a $2 million or a $200 million company.

Is it worth it, you ask? Do any of these apply to you?

- ✓ Growing your business
- ✓ New product or service line to develop and sell
- ✓ Integration of new businesses recently acquired
- ✓ Private equity owners on the move with new acquisitions or planning to sell
- ✓ New processes, functions, or leadership to leverage
- ✓ Sale of your business
- ✓ Any other substantial strategic target

If any of these apply to you, you must deliver it through people. That's where coaching comes in. Ask our past clients if it worked for them – we are happy to provide references.

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Specific Benefits Of Coaching

Throughout the coaching experience, our clients consistently experience positive and lasting results in such problem areas as:

- ✓ Confidence
- ✓ Trust-building skills and mindset
- ✓ Energy and time management
- ✓ Procrastination
- ✓ Overwhelm and burnout
- ✓ Achieving a "Growth Mindset"
- ✓ Maximizing personal strengths
- ✓ Minimizing personal weaknesses
- ✓ Finding the formula for your team's best possible performance
- ✓ Leadership presence and presentation
- ✓ Leading and managing change
- ✓ Communication and interpersonal skills
- ✓ Raising productivity to meet strategic targets
- ✓ Setting high standards and enforcing them
- ✓ Practicing accountability for results
- ✓ Eliminating unnecessary and destructive negativity
- ✓ "Playing the Game" of internal politics (without losing your soul)

Our Process

Our simple and proven process for delivering these results starts with mapping the path to success by:

1. Listening deeply to identify and test individual and organizational goals.
2. Understanding how each client will measure success.
3. Exploring why the goals are important to the individual and the organization.
4. Assessing the true nature of internal and external obstacles to success.

Once our clients have worked with us to envision amazing potential outcomes, we guide and support them toward those outcomes through education and interactive dialogue that exposes limiting beliefs and habits and enables purpose-driven action designed to achieve rather than just reflecting hard work. Breakthroughs and "wins" become an expectation as tangible actions that once seemed overwhelming or too risky to produce positive and measurable results.

***Please ask us about PointerWise University if you are interested in our group coaching curriculum.*

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