

## CLIENT STORY

### Who Moved My Cheese?



#### SITUATION

Peter had lost the spark of excitement and enthusiasm he once had as an executive. For the last year he was uncharacteristically low energy and basically saw his work as 'more of the same'. The thrill was gone.

#### ASSESSMENT

*Strengths:* Peter is a natural leader, deeply intelligent, creative and a lifelong learner, committed to solving customer problems. He is an articulate and persuasive sales professional who knows how to attract business and close business deals. He is well respected for his ability to build rapport with senior business leaders across industries.

*Weaknesses:* Lately Peter has been spiraling downward on many levels. His friends, business associates and colleagues noticed his impatience, boredom and discontent. He was not fully engaged or enlivened by his work. He was turning a blind eye to the problem within yet finding fault with much that went on around him.

#### COACHING HIGHLIGHTS

**Maintain Job Security**—Joan reviewed the 360 degree performance assessment that Peter's company had done on him. She helped him to identify and repair relationships that if left alone, could sabotage his current position.

**Career History Review**—Joan and Peter reviewed key milestones in his career and carefully noted the successful periods and when and why Peter was feeling good, feeling energized and when he was not. This review was instrumental in learning what environments brought out the best in Peter and which skill sets he most valued in himself.

**Time for Change**—Peter came to realize that it truly was time for change. His 'entrepreneur-within' was no longer being adequately challenged. He committed to exploring new opportunities while maintaining his current job. Joan and Peter crafted a plan for Peter to leverage his outstanding network and quietly look for new, more challenging roles.

#### RESULTS

Peter identified some key 'movers and shakers' in his network and had some in-depth meetings where he found out about new businesses and business directions to explore. Peter notices he is now more energized as he moves toward change and re-engagement. He can now clearly articulate what he is looking for in his next professional endeavor.

#### IN HIS OWN WORDS

*"I thought my days as an energizing force were over, but thanks to the Great in 8 Coaching I have found my youthful drive and passion once again!"*

#### ABOUT JOAN



Joan Tabb, M.A. is a career coach, public speaker and author of *Great in 8: Job Seeking Skills*. Based in Silicon Valley, she quickly rose through the management ranks of Fortune 500 companies; Memorex, Apple Computer and 3Com, leading training and global marketing initiatives. Then, as a marketing consultant, she spearheaded communications for high tech start-ups, getting them on the map. Joan's focus then turned to developing employment networks and the fascinating area of individual career development. All of her experiences and skills come together in her passion for career coaching. Joan is driven by a desire to help people grow, change and achieve more in their careers.