



## What We Do

Smooth Sailing is a full-service Executive & Life Coaching firm dedicated to helping leaders achieve excellence and maximize their potential in today's fast-paced economic environment through leading edge programs that guide, support and energize them to their highest levels of performance.

At Smooth Sailing, we see people as the most valuable asset in any organization. We believe coaching is a powerful tool for moving people toward their finest achievement.

We pride ourselves on:

### Strategy

We meet our clients where they are and work with them to devise a sound strategy for future-focused achievement. We help them design a plan and clear action steps that will lead to their success.

### Quality

We combine experience and technical skill, sensitivity to client needs, and a commitment to professionalism, along with the utmost in integrity to produce successful relationships with satisfied clients.

### Dedication

We are committed to helping our clients reach their goals. We recognize that the greatest measure of our success is our clients' accomplishments and that dedication to their success builds valuable relationships.

## Business Case: Executive Leadership Development

The role of the leader in today's fast-paced business environment is more complex than ever. Executives are called upon to respond to an ever-changing landscape, to make quick decisions that have far-reaching implications, and to develop and guide their organizations to excellence. As a success partner with our clients, we specialize in developing outstanding leaders and winning teams through individual and group coaching programs, seminars and workshops.

## Our Services

At Smooth Sailing, we've been helping executives achieve their ultimate business and personal solutions for nearly nine years. Through our proven consulting, coaching and training programs, we help busy professionals realize their most important aspirations.

## Consulting Services

We offer our clients a broad menu of professional services to help them achieve their business goals most efficiently and effectively. As one of our valued clients, we will help you:

### Clarify Your Vision.

Where are you today? Where do you want to go? By asking the right questions and applying his/her knowledge and experience, your coach helps you clarify your vision for what you want to accomplish through a process of discovery and values identification.

### Identify the Gaps.

What skills, resources, or talents do you need in order to reach your goals? The right coach is a success partner. He/she helps you clearly identify the gaps between where you are today and where you want to go in order to devise a solid strategy for your success.

### Develop a Plan.

How do you get there? The right coach is a great navigator. With a clear understanding of your vision for the future, he/she helps you chart the right course -- or, if necessary, build a bridge -- to the ultimate success you've identified together.

### Do it!

Together, you and your coach implement the plan. With the right tools, the right team, and unparalleled dedication, passion and commitment, we help you achieve your goals.

## Coaching Services

Our mission is to provide leading edge coaching and consulting services to our clients through individual and group programs that guide, support and energize them to achieve the highest levels of performance.

- Leadership Excellence
- Team Dynamics
- Change Management
- Executive Interview Prep
- Executive Coaching
- Life Coaching

## Training Portfolio

- THE ART OF POWER NETWORKING: 4 Steps to Building Business through Powerful Connections

A seminar designed to take the work out of networking and empower you to develop a thriving business that pays long-term dividends. Create a clear strategy for rainmaking activities and explore skills that will give you the edge in networking situations. Discover keys for following up, asking for the sale, and building solid relationships that will be the life line of your business for years to come.

- LEADERSHIP EXCELLENCE

Become a more profitable, productive and effective leader. Improve delegation, communication and management skills while empowering yourself to more positively lead your employees for peak performance in today's fast-paced business environment.

- COMMUNICATION IS KEY: DiSC Personal Profile System™

Improve leadership, maximize teamwork, and increase productivity through an enhanced understanding of behavior and communication styles. The DiSC Personal Profile System™ is an excellent tool for empowering participants to capitalize on their strengths and more effectively communicate with teammates to minimize potential conflicts and maximize teamwork throughout the organization.

- USING CHANGE TO YOUR ADVANTAGE

Change is inevitable. Proactively manage the constant pressure of change and its effect on the organization. Learn key strategies for staying focused and moving forward during times of transition. This seminar is designed to guide employees in understanding change and the role that team members play in making a positive contribution, learn strategies for effectively dealing with change, foster employee engagement, and renew commitment to the organization.

## Private Coaching

- Weekly private teleconferences
- Client materials, tools and resources
- Just-in-time coaching as needed
- Subscription to Smooth Sailing Success

## Keynote Presentations

- **RAINMAKING BY REFERRAL**

Audience: Executives, Sales Professionals, Business Owners – Time: 45 minutes or 2 hour workshop

It takes intention and focus to expand your portfolio through relationships. If you are not realizing profits through your existing network, learn the strategy and skills for building solid connections that will be the life line of your business for years to come.

- **HOW TO BUILD A SUCCESSFUL BUSINESS FROM SCRATCH**

Audience: Business Owners and Aspiring Entrepreneurs – Time: 45 minutes

Do you dream of owning your own business? Not sure how to get started? Learn the keys to establishing and growing a successful business whether you are just preparing to get started, or are already underway and ready to expand.

- **DISCOVER YOUR POTENTIAL: TAKE YOURSELF AND YOUR BUSINESS TO THE NEXT LEVEL**

Audience: Executives, Sales Professionals and Business Owners – Time: 45 minutes

Most people fall short of their finest contributions by failing to realize their full potential and step into their personal greatness. Learn how to take yourself to the next level and lead your employees to become a peak performance team.

- **THE COACH APPROACH TO MANAGEMENT**

Audience: Executives, Sales Professionals and Business Owners – Time: 45 minutes or 1 hour workshop

Would you like to take the struggle out of management and lead a team of high-performance professionals to play a winning game? Learn how to become a more effective manager using proven coaching techniques through a Coach Approach.

- **DIRECT MARKETING SUCCESS: GET RESULTS NOW!**

Audience: Business Owners and Aspiring Entrepreneurs – Time: 45 minutes

Direct Marketing, also known as Referral or Network Marketing, is a unique business model that requires a focused plan and proper support for success. If you serious about success, it is time to unravel the blocks that are limiting growth and get results now!

"Pat Morgan is a personable, dynamic and effective Executive Coach. She clearly demonstrates her passion for her work and concern for her clients in her pleasant and integrative coaching techniques."

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