

KINGSWAY SOLUTIONS

*Legacy Coaching*



GROWTH

RESULTS

FULFILLMENT

ACHIEVE

LEAD

SUCCEED





CALL TODAY TO ENROLL | KINGSWAY SOLUTIONS | 330-540-6158

# LEGACY COACHING

*Leaders | Entrepreneurs | Groups | Authors | Consultants | Young Leaders*

Leaders, Executives

Entrepreneurs, Business Owners

Groups, Teams, and Organizations

Authors, Advisors, Agents

Consultants, Coaches, Counselors

Young Leaders, Young Entrepreneurs

What does every successful athlete, actress, musician, and team have in common?

## A COACH!

The world's best athletes work with a personal coach to enhance and perfect their game. So do the great leaders retain a coach to give them, their teams, and their organization the upper hand in their game.



# GROW YOUR BOTTOM LINE

## STAKEHOLDERS CENTERED COACHING

*Executive / Leaders*

### FOR LEADERS WHO

- Have Achieved Success
- Want to focus on development of leadership behaviors
- Want to become more effective

#### ***Guaranteed and measurable leadership growth***

This program was designed by Marshall Goldsmith and will create a substantial shift in the results you experience in your personal and professional life.

#### **Actual Behavior change on the job**

Disciplined implementation of leadership change accelerates leadership growth and enable leaders to achieve positive & measurable change in leadership behavior

#### **Follow-through to measure results**

Organizations spend almost all of their executive development resources (time and money) on (intellectual) learning but little on follow-through to measure how actual leadership growth has been realized as perceived by stakeholder

Stakeholder Centered Coaching does not require any 'extra valuable time' from busy business executives.

1. Select 1-2 areas to change
2. Feed forward from Stakeholders
3. Implement the Action Plan
4. Make Change Visible
5. Review Progress
6. Long-term Results



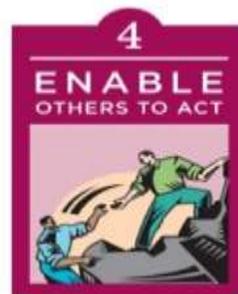
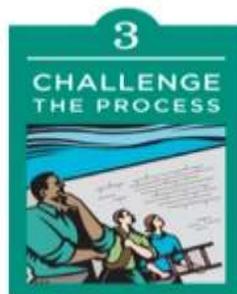
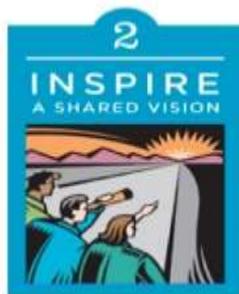
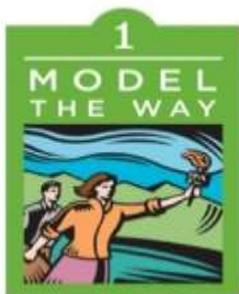
A comprehensive study among 11,000 business leaders in 6 multinational companies on 4 continents concluded that 95% of leaders who consistently applied the Stakeholder Centered Coaching process measurably improved their leadership effectiveness. This study is described as “*Leadership is a contact sport*” (Strategy & Business September 2004)

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# LEADERSHIP CHALLENGE

*Business Leaders | Entrepreneurs | Not for Profit Leaders*

## The five practices of exemplary leaders



## Leadership Assessment

Over three million people have used The Leadership Practices Inventory (LPI) as a first step to reaching their personal leadership best, clearly demonstrating what three decades of ongoing research affirms: that leadership is a practice that can be taught and learned by anyone. Effective leadership is not an inborn skill available to a select few. Rather it is a set of observable behaviors that, with deliberate practice, can help everyone be more effective and make more of a positive difference in the workplace, in the community, in the world.

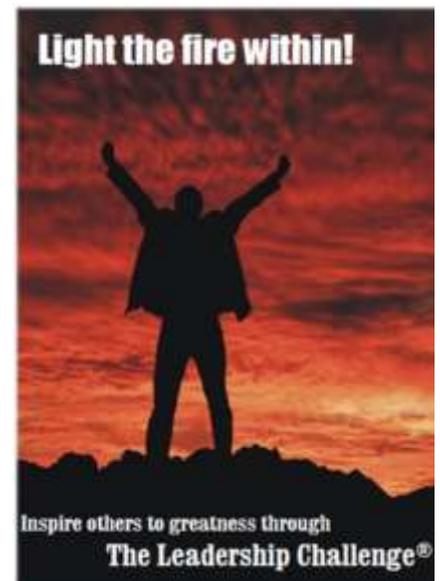
## What Does LPI Assessment Measure?

Applying the proven principles of the Five Practices of Exemplary Leadership®, LPI enables individuals and organizations to measure their leadership competencies and act on their discoveries. Leaders will gain deep insight into how they see themselves as leaders, how others view them, and what actions they can take to improve their effectiveness.

## Tools to turn your team around

- More capability to equip your organization to achieve better results.
- Increased credibility as a leader
- A clearer, more widely shared vision about your team's work.

*Each session of The Leadership Challenge® Workshop consists of a combination of classroom and experiential activities. The sessions include research review, individual and group exercises, videotape case histories and discussion.*



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# THE 4 SEASONS OF BUSINESS

*Entrepreneurs/ Authors/ Consultants / Coaches / Speakers*

## The 4 Seasons of Business

If you are a startup business or a professional that wants to build your platform, Get More Followers, More Prospects, More Clients, and Make More of an Income look at the 4 Seasons of Business Program

### FIRST STEP: STRATEGIC PLANNING

-  Clarifying Mission, Legal Structure, Goals, Building Your Team and Financial Plan
-  Identifying Your Target Market, Unique Selling Proposition, and Value



### SPRING: SOWING THE SEEDS OF VALUE

-  Intentionally adding value and building relationships through Online Marketing and Traditional Offline Marketing



### SUMMER: NURTURING RELATIONSHIPS

-  Creating content to boost your credibility and ultimately to share and sell
-  Staying in touch with your relationships so you are always “top of mind”



### FALL: HARVESTING CLIENTS

-  Creating the Sales Processes within your organization to present simple solutions
-  Developing Win-Win Agreements with Prospects to turn them into clients



### WINTER: BUILDING CLIENT ADVOCATES

-  Fulfill Client Expectations and support them to get results
-  Building Client Evangelists for Word of Mouth Marketing

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GROUP | INDIVIDUAL COACHING AVAILABLE

# The 4 Seasons of Business Curriculum

KICK START YOUR BUSINESS 101	GROW YOUR BUSINESS 201	EXPAND YOUR BUSINESS 301
Module 1: Kick Start	Module 3: Getting Known	Module 5: Inbound Marketing
Kick Start Tracking Plan	Target Marketing	One page Plan
Essentials of Networking	Marketing Collateral	Writing Articles
Value Based Assessments	Public Speaking	SEO
Closing Sales/Psychology	Newsletters	Lead Nurturing
Client Enrollment Process	Client Enrollment Page	CRM
Building Client Trust	Word of Mouth Marketing	Marketing Analytics
Module 2: Value Creation	Module 4: Marketing	Module 6: Building Teams
Business Bio/Online Profile	3 Necessities of an IPBM	GPS for Results)
Unique Value Proposition	Direct Marketing	Social Media
Building Your Website	Online Ads	Procedures
Offering an eBook	Send Out Cards	5 Dysfunctions of a Team
Value Based Proposals	Writing a Campaign Letter	Landing Pages
Net Promoter System	Joint Ventures	Outsourcing

*To receive a free business assessment contact us at 330-540-6158 or visit our website at [www.kingsway.co](http://www.kingsway.co)*

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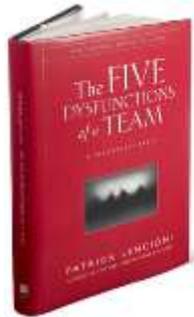


# ADDITIONAL SERVICES AVAILABLE

*Groups / Teams / Professionals / Coaches / Young Leaders*

## THE FIVE DYSFUNCTIONS OF A TEAM WORKSHOP

- Clear understanding of their team's strengths and weaknesses in the 5 areas of dysfunction
- Practical strategies to avoid dysfunction and maintain team cohesiveness
- Stronger self-awareness and team member's preferred styles
- How to address difficult conversations and deliver performance based feedback
- The impact and benefits of performance measurement
- A stronger ability to open up and interact with team members

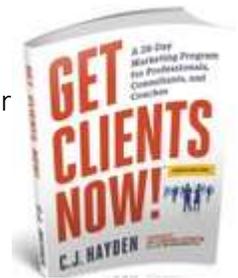


## GET CLIENTS NOW WORKSHOP

A 28 Day Marketing Program for Professionals, Consultants, and Coaches

- What really works to market your professional services and what doesn't
- Over 100 different tactics and tools for marketing your business
- The missing ingredients holding you back from marketing success

How to design a marketing action plan that's right for your business, your personality, and what you like to do



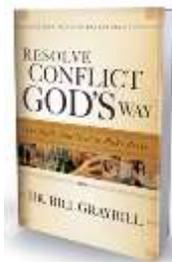
## RESOLVING CONFLICT

With Dr. Bill Graybill

Managers spend 42% of their time dealing with conflict. That is over 2 days every week

Benefits of Redemptive Conflict Resolution™

- A deceptively simple system.
- Only three key components: Overlook, Go, Take.
- Simple enough to remember, comprehensive enough to work.



## MENTOR COACHING SERVICES

Get the Mentoring to Become a Certified Coach with the International Coach Federation, or receive life coaching to maximize your life balance, and plan for your future.

## GPS LIFE COACHING

- Goals
- Purpose
- Strategic Action Plan



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*About*

# TIM FIGLEY

*A Legacy Coach*

## ENTREPRENEUR & KINGDOM BUILDER



Tim Figley is an accomplished Organizational Consultant and Leadership & Life Coach who has enjoyed a diverse background, both professionally and personally. He started as an entrepreneur in his first year out of high school, buying and renting a house to his college friends. He then moved his focus and energy into non-profit and ministry work. He founded Kingsway Solutions (a coaching organization with additional business solutions), a perfect niche to bridge the gap and make maximum impact in both nonprofit and business sectors. Within three years of coaching he had a full practice working in numerous nations of the world holding roundtable groups, group coaching, and working with organizations and individuals.

## PARTNER WITH INDUSTRY-LEADING ORGANIZATIONS

As the founder and director of Kingsway Solutions, Tim is the creator of the GPS Coaching System and Inbound Marketing Course. He is an ICF Professional Certified Coach, Leadership Challenge Facilitator, Marshall Goldsmith Leadership Coach, Crown Financial Ministries Consultant, and Marketing Professional with HubSpot. Tim is a member of the International Coach Federation and the American Association of Christian Counselors.

## TRANSFORMATION AGENT

He learned to transform pain into a passion for change through his personal experience of divorce and financial loss. Through this time he searched far and wide for solutions throughout the world, spending time with world leading authorities in coaching, psychology and counseling, ministry, and business to solve many of life's challenges he experienced personally. This has become a launch pad for helping others in his coaching organization.

## STRATEGIC ADVISOR TO LEADERS

He has coached business executives, doctors, pastors, non-profit directors, single moms and dads, television personalities, from those that are leaders in the heights of society to those in the third world. He has coached people from all parts of the world.

## MISSIONARY & MINISTRY LEADER

Tim has done missionary work in Africa and Central America. He was the cofounder and director of the Community Lighthouse, a non-profit community and youth center in his home town. He has spoken for Men of Faith and other ministry organizations, and is currently leading regional prayer and is active in his home church. Through his experiences in his missionary work, he learned what lengths a person who is truly hungry will go to get their needs met, and has used this powerfully in his development of Kingsway Solutions to enhance his clients' personal internal hunger and passion.

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# WHAT LEADERS ARE SAYING...

*“Hiring Tim was one of the best things I did in 2010. Everything I wanted to accomplish was achieved and more! I HIGHLY recommend working with Tim if you have big goals that you are looking to accomplish and you would like effective and creative strategies to get you there. On a scale from 1 to 10, I give Tim a 10 in the coaching world. He is extremely well read and took the time to understand the details of my life. I have seen AMAZING results because of Tim’s clarity, focus, commitment and faith!”*

**Kevin Donahue, Costa Rica, [www.yogithepug.com](http://www.yogithepug.com)**

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*“Tim is tremendous in uncovering roadblocks, encouraging achievements and pushing to the point of completion. I find great value in working with Tim and highly recommend him as a business coach.”*

**Dr. Bill Graybill, Director, Speaker, and Author**

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*Tim’s marketing program was of inestimable benefit for our company. His structured, thorough, and professional services — combined with his approachability and availability — have made working with him not only a pleasure, but a very valuable investment of our time and resources.*

**Scott Stockton, Executive Director [www.proadv.org](http://www.proadv.org)**

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*“Tim helped me identify where I was “stuck” in my business and to develop the consistent habits I needed to move forward.”*

**Dave Heasler, Canadian Director of “Life with Leadership”**

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*I am a Pastor of a fast growing church in the Pocono mountains, making the switch from a top producing annuity salesman to full-time pastor was quite a switch. I finally reached out for help and found Tim, dynamic what a impact he made right off the bat some of the suggestions and ideas were right on time and really placed me on track to get these projects done. I am grateful that I’ve opened up to the concept of coaching my only regret is I wish I hadn’t taken so long.*

**Don Lynch, Pocono Mountains, PA [www.faithinternationalchurch.org](http://www.faithinternationalchurch.org)**



It CAN be Yours

Designed by

Stone Mountain Solutions, LLC

484-464-3332

[jillian@smsolutionsco.com](mailto:jillian@smsolutionsco.com)

Website | [www.smsolutionsco.com](http://www.smsolutionsco.com)

Website Design | Marketing Collateral | Video Creation | Publication Design

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*Business Coaching Leadership Coaching Life Coaching*

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## Kingsway Solutions, LLC

49971 Muscovy Drive

East Palestine, Ohio 43920

Visit our website | [www.kingsway.co](http://www.kingsway.co)

Email | [tim@kingsway.co](mailto:tim@kingsway.co)

