

# **ASSESSMENTS AND (ONLINE) COACHING**

## ***Team excellence***

***If you have to change something- you have to measure it!***

**EVOKING EXCELLENCE IN OTHERS**



**Figure 1: Understanding the conceptual framework of the Performance Excellence Coaching Model - Adapt, Adopt and Accelerate**

***This is what we do with passion***

***It is my dream to help as many people as possible to live a life of excellence and that they radiate from the inside out***

# No one wants to throw darts in the dark

Especially not when it comes to the success of your business and its employees.

## THE DIFFERENT ONLINE COACHING ASSESSMENTS

*Just click on the links and let your coaching journey begins*

Our Coaching Process: 1 Chemistry check. 2. Discovery and assessment process. 3. Feedback meeting. 4. Action planning. 5. Alignment meeting. 6 Ongoing Coaching. 7. Realignment meeting

- Do your online assessments from home.
- Quick turnaround time and assessment outcome.
- Don't shoot in the dark. Fix the real issues and getting to the roots.
- Full hands-on support- Personal guidance when you need it
- Our comprehensive online assessment service offering you easy instantaneous benefits and online coaching.

### How it all works..... Six easy steps

1. Your INVESTMENT will cost you: R 1716,20 (Discovery Health Tariffs).
2. Free: Need analysis discussion and priorities.
3. Select and agree on any 5 assessments.
4. We will invoice you after your final selection of assessments.
5. Weekly heart to heart either life or zoom implementation sessions, so you get all the professional help your situations need.
6. On-going personal guidance when you need it.

### Norms for assessment results

FUNCTIONAL AND FLOURISHING	IRRITATING	DAMAGING	TOXIC	DEADLY
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<b>More than 80%</b> <b>Excellent and world-class</b>	<b>Between 70 and 80 %</b> <b>Still very good to good but early signals</b>	<b>Between 60 and 70 %</b> <b>Average to Below average</b>	<b>Between 50 and 60 %</b> <b>Very poor</b>	<b>Less than 50 %</b> <b>Exceptionally Poor</b>
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Are you allowing time for things that matter most to you? Whether it's your family, your friends, your favourite vacation spot, there's much more to your life than work. Take a look at these resources to help sustain a healthy work-life balance.

We have found that most people know what to do in the problem areas of their lives. The difficulty is not that they don't know what to do, **but rather that they have an inability to do what they know!** We know in our minds, but something in the heart blocks us from doing what we know. **So how do you get the Truth from your mind to your heart? Let's start with an assessment**

**Few would contest the value of learning**—but the simple desire to grow is not enough. You'll need a plan if you want your natural curiosity and drive to translate into new capabilities. Research suggests three elements are key: a defined set of clear, immediate goals; a concrete time frame for meeting them; and a group of people you can turn to for support

**S: Please select where you want to focus on**

### TEAM AND RELATIONAL EXCELLENCE

**Good leaders create a vision, articulate the vision passionately own the vision and relentlessly drive it to completion, Jack Welsch**

1	Anticipating People Risks Part 1- Financial, Planning, Leadership and Change Risks	<a href="https://forms.gle/tc9jotBEsQK1Trtj7">https://forms.gle/tc9jotBEsQK1Trtj7</a>
2	Building Motivational DNA - Motivated People Advance Further and Faster in Their Careers	<a href="https://forms.gle/dh4CLiVVAvatjjx4A">https://forms.gle/dh4CLiVVAvatjjx4A</a>
3	C5 - Character in Your Team- Assess the Following: Character + Competency + Chemistry + Credibility + Conduct = Consistency	<a href="https://forms.gle/JVC3MTQEdZ47KSGVA">https://forms.gle/JVC3MTQEdZ47KSGVA</a>

4	Caring Vs Critical Spirit- Appreciation, Positive Comments, Communicating Well, Encouragement	<a href="https://forms.gle/nU5uFJiR4oXVBUAPA">https://forms.gle/nU5uFJiR4oXVBUAPA</a>
5	Changing Engagement Gaps- Disappointment, Discouragement, Distance, Disconnect, Fully Disengaged	<a href="https://forms.gle/f5UdJse3BS8ouCkt8">https://forms.gle/f5UdJse3BS8ouCkt8</a>
6	Eliminating Trust Gaps – A Comprehensive Understanding of The Issues Related to Organisational Trust.	<a href="https://forms.gle/A4fLmKEJPzrmNySF6">https://forms.gle/A4fLmKEJPzrmNySF6</a>
7	Forming, Storming, Norming, Performing- Identify the Present Stage of Your Team's Development	<a href="https://forms.gle/KssmXDzZdfKMPxYp9">https://forms.gle/KssmXDzZdfKMPxYp9</a>
8	Golden, Rusty, Red Alerts and Blue Skies Doing A SWOT Analysis for Your Team	<a href="https://forms.gle/W2H26JqrW4dLkiqh6">https://forms.gle/W2H26JqrW4dLkiqh6</a>
9	Implementing Unity- United We Stand, Diversity, Social Awareness, Compare, Offenses, Cliques, Straight Talk, On the Same Page	<a href="https://forms.gle/UPjiAvMqDf4rFVXu6">https://forms.gle/UPjiAvMqDf4rFVXu6</a>
10	Maintaining and Setting Moral Intelligence- Acting Consistently with Principles, Values, And Beliefs	<a href="https://forms.gle/WoxVBxLK4p4eUQZW7">https://forms.gle/WoxVBxLK4p4eUQZW7</a>
11	Make Time Work for You - The Challenge Is Not to Manage Time, But to Manage Ourselves	<a href="https://forms.gle/WUmHCDcVzauuysaW6">https://forms.gle/WUmHCDcVzauuysaW6</a>
12	Mission Directed Work Teams- Trust, Conflict, Encouragement, Engagement, Transparency, Thinking, Delivery, Change, Togetherness, Alignment	<a href="https://forms.gle/NGBjAayiqLGjAKtQ7">https://forms.gle/NGBjAayiqLGjAKtQ7</a>
13	My Leadership Practices- Help You Lead Others to Get Extraordinary Things Done	<a href="https://forms.gle/VqiSjjHaroXS5Hno8">https://forms.gle/VqiSjjHaroXS5Hno8</a>
14	New Expectations and Competency Review- How Do We Develop Competencies and Stay Relevant	<a href="https://forms.gle/jECtkxRHaFDQKzK19">https://forms.gle/jECtkxRHaFDQKzK19</a>
15	People Risks Part 2- Accountability, Problem-Solving, Communicating and Customer Risks	<a href="https://forms.gle/xkhRwU7GSBKStz9u6">https://forms.gle/xkhRwU7GSBKStz9u6</a>
16	People Risks Part 3- Impact, Team, Outcomes, Ethical Conduct Risks	<a href="https://forms.gle/yva9hP15kzPh6XVU8">https://forms.gle/yva9hP15kzPh6XVU8</a>
17	Personality Patterns: Other- Rate the Person's Personality	<a href="https://forms.gle/iw9vFqiQAmZE51RG9">https://forms.gle/iw9vFqiQAmZE51RG9</a>

18	Personality Patterns: Self - Understanding Our Personality, As Well As How Others Are Different,	<a href="https://forms.gle/s2M8CfE6ea97eWyy6">https://forms.gle/s2M8CfE6ea97eWyy6</a>
19	Proposing the Golden Rule - Apply the Principles of Ethics to Improve Organisational Culture	<a href="https://forms.gle/Lgq7RVni8ekQDisu8">https://forms.gle/Lgq7RVni8ekQDisu8</a>
20	Reality Check-Up with The Challenges	<a href="https://forms.gle/wAgjVGh4BT6QBEFCA">https://forms.gle/wAgjVGh4BT6QBEFCA</a>
21	Real-Time Fine-Tuning Assessment Respect, Transparency, Loyalty, Results, Realities, Expectations, Accountability, Commitments	<a href="https://forms.gle/TGFE4iLaH5cgebga7">https://forms.gle/TGFE4iLaH5cgebga7</a>
22	Sales Team – Be Skilled in Selling to Your Customers and Identify and Address Some of Your Customer Service Challenges.	<a href="https://forms.gle/EP6sZ4eGqMH75xQNA">https://forms.gle/EP6sZ4eGqMH75xQNA</a>
23	Supervisory Practices – Dealing with The Supervisory Roles and Responsibilities	<a href="https://forms.gle/CwDishxNwtfNVHiw7">https://forms.gle/CwDishxNwtfNVHiw7</a>
24	Team Roles Identify Your Preferred Team Style	<a href="https://forms.gle/8DpeYCrVbUSKpxcq6">https://forms.gle/8DpeYCrVbUSKpxcq6</a>
25	The Vision of a Leader - To Create Visions, Leaders Must Become Preoccupied with The Future	<a href="https://forms.gle/4zQi42v4RVh6zMVq7">https://forms.gle/4zQi42v4RVh6zMVq7</a>
26	Understanding Communication- Clarify, Listen, Explore, Action and Review,	<a href="https://forms.gle/ZYXH4kpohKHBrXHt8">https://forms.gle/ZYXH4kpohKHBrXHt8</a>
27	Character First	

**“Alone we can do so little. Together we can do so much.” – Helen**

**Just click on the links and let your coaching Journey begins**

**FACILITATED BY DR MARIO DENTON**

**MARIO DENTON** (MBA, M. Econ., PhD)

1. **In Africa** They Called Him, The Young One, The One Who Brings the Fire, The Platinum Eagle. the Wisdom Doctor.

2. **On the StrengthsFinder:** He Is Futuristic, Strategic Thinker and Maximiser, Full of ideas and Responsibility

3. **He Always Wants to Be. F.A.T.** (Faithful, Available, And Teachable).

4. **Feedback from His Clients:** When You Worked with Mario, You Will Always Get More Than What You Have Asked For. So, challenge him and ask for more.

5.**His Favourite Bible Verse:** Romans 12:2: Do Not Conform Any Longer to The Pattern of The World, But Be Transformed by The Renewing of Your Mind.

6.**Mario Is Passionate** About the Wellbeing and Development of People and Sees the Untapped Potential in Them.

7.As **Psychologist** Likes to Help People to Discover Their Unique Design.

8.He Is A Passionate and Enthusiastic Advocate of Lifelong Learning, Personal Growth and Development. The study leader of 160 MBA research projects

9.**He Is an Inspiring Action-Directed Business Coach** and Expert in Emotional Intelligence.

10.**His Mission Statement:** I Am Trusting God to Use My Coaching and Assessment Skills to Serve Leaders in Order to Significantly Impact Them in The Areas of Character-Based Leadership, Family and Stewardship. **I am, through Christ who strengthens me, a passionate people management facilitator through purposeful, authentic and stewardship conversations**

11.**Happily Married** For 41 Years with His Covenant Wife, The Wife of His Youth with three sons and four grandchildren.

12.**His Favourite Closing Comments** on TV And Radio: Make A Difference and Let the Rest of Your Life Be the Best Part of Your Life. You Ain 't Seen Nothing Yet. Prayer is the most powerful, cost effective under-utilized management tool. Leadership is about Following Him, serving others and influence the world to make a lasting Kingdom Impact

**M**aster in his study field. He knows where he is going and what he wants to achieve

**A**vailable. He is available to serve it be professionally or in friendship

**R**ight standing with God. Loves God and will seek ways to please God and want God's blessings in what he does

**I**lluminates a servant-leadership character

**O**bservant of what goes on around him. Identifies new ideas and challenges in his surrounding

### **My 30 second Commercial and Affirmation.**

You are great and a unique individual. You are born to do well, to succeed and to bless the lives of others. You have what it takes to be great. You are enthusiastic, optimistic and a change embracer. You are a giver rather than a taker, a hard worker and a happy person. You want to go out and make a difference in others people's lives. In an ocean, full of rumblings and waves, you will be the one who brings stability and will be free and enjoy what you do. Stay humble.

## TO GOD ALL THE GLORY

1. I thrive on it to see how I can help people to discover the best version of themselves.
2. It is my dream and my passion to inspire people to live out their God-given potential
3. I enjoy inspiring people to discover their redemptive purpose and to encourage them to walk it out

Mario Denton's Epitaph: Not selfish to share his knowledge and wisdom with others.

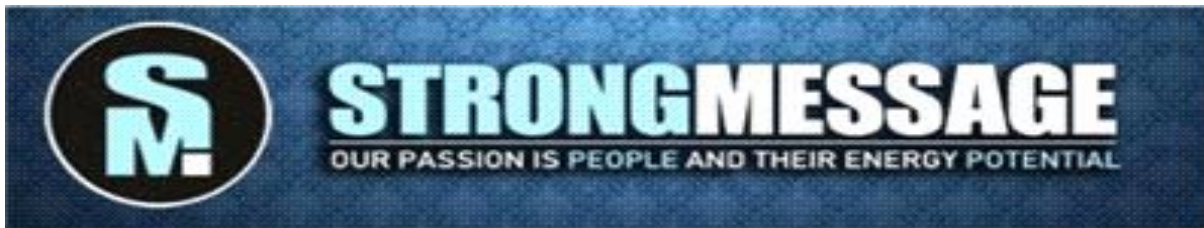
## CONTACT DETAILS

Office +27 (0)21-979 3198 / +27 (0)82 882 9903 Office cell +27 (0)763916507

E-mail address: marden@mweb.co.za or prstrongmessage@gmail.com

Websites <http://www.thestrongmessage.com/>

*Just click on the links and let your online assessment and coaching journey begins*



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