



ERIC KAUFMANN

EXECUTIVE COACHING BETTER DECISIONS. TIGHTER TEAMS. FASTER RESULTS.



I didn't invent executive development, but I've been perfecting it since 1999.

My coaching is an unrelenting commitment to results, and an unyielding respect for the human spirit. Together, we accelerate achievement and evolution. We do this by engaging in rare and profound conversations that upgrade decision making, improve relationship savvy, and foster team alignment.

My clients are diverse, but they all embrace two facts:

- ✓ There is no organizational transformation without personal transformation.
- ✓ Top and bottom-line growth are linked to developing and retaining excellent leaders.

KEY LEVERS THAT SHAPE OUR COACHING:



INSIGHT:
The capacity to deeply understand a person, idea, or situation

PRACTICAL WISDOM

DISCERNMENT:
Leveraging judgment in order to yield positive decisions

MY APPROACH

Coaching is a covenant with the future formed with **Practical Wisdom**. Our process emboldens executives to focus on creating new achievements rather than grasping onto past accomplishments.

Coaching relationships are a collaborative, structured, and outcomes-led process in which we clarify issues, examine limiting beliefs and generate solutions with a compelling course of action. I work with clients to master greater responsibility and authority, streamline and crystalize decision making, and enhance leadership presence and style.

We focus on real-world and real-time subjects that are mission critical and strategically valuable.

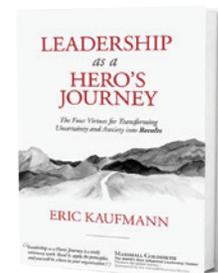
ERIC KAUFMANN BIO

Eric Kaufmann guides leaders to better decisions and superior results. He brings a unique mix of professional and personal experience to his work of developing executive wisdom.

Kaufmann is a native of Israel, who lived in South Africa, before gaining two decades of experience in sales and management at companies such as Lanier/3M and Corning Clinical Laboratories. In 1999 he launched his leadership consulting firm that guides and instructs individuals and teams in senior management of established and growing companies.

Kaufmann's roles as executive coach, management consultant, and keynote speaker are shaped by real-world business experience, as well as varied life experiences and perspectives. Kaufmann is a clinical hypnotherapist, master scuba diving instructor, and lifelong practitioner of Zen meditation.

Kaufmann's book, "*Leadership as a Hero's Journey*," describes how leaders navigate through uncertainty and manage anxiety, in order to improve the lives and livelihoods of those around them.



TESTIMONIALS

ZODIAC AEROSPACE 

"Working with Eric has absolutely helped me become a better leader and improved the quality of my personal life. Eric's depth of commitment to is unmatched by anyone I have worked with before."

-Tim Herlehy, VP Operations, Zodiac

 BARNEY&BARNEY^{LLC}

"Eric has an amazing ability to grasp key issues or challenges I may be facing and help put things in perspective. My work with Eric was extremely beneficial in helping bring clarity to my role as CEO and in driving the results we need to achieve as an organization."

-Paul Hering, CEO, Barney & Barney, LLC

 Bright Scope[®]

"Eric's genius lies in his ability to gather unique insights at the intersection of your thoughts, actions, and behaviors. Initially counterintuitive, his guidance ultimately proved laser targeted. I would not have progressed at the speed I did without Eric's direction and support."

-Mike Alfred, CEO BrightScope, Inc.