

## About Peggy

Peggy Stinson is the founder of Stinson Coaching and Training based in Stuttgart. As a native of the U.S., she takes the best of American business practices and adapts them to the German and Western European workplace environment. Prior to moving to Germany in 1996, she was a successful entrepreneur in the U.S. where she owned a management company and was an industry lobbyist on the state and national level. In Germany, working as a coach and trainer for soft skills, she is at home in the business world. Her clients come from a range of industries including service, IT, machine manufacturing and the automotive industry. With humor and focus, she supports managers and teams of international firms to help them realize their potential and to bring top performance into their companies. Along with her many years of experience in the business world, Peggy is certified in two coaching models and two personality typing models. Peggy conducts coachings and trainings in German as well as English.



*I'm happy to answer your questions in a personal phone call or please visit my website for more information regarding the services I offer and how I help my clients: [www.stinsontraining.com](http://www.stinsontraining.com)*



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## Success as Manager

**Supporting  
People in Business**

## Preparing for Your Next Position

There are only two reasons why you won't get the job: you're either not qualified, or you didn't sell yourself better than the other candidates. Qualification includes experience and education. That one is somewhat easy--if you don't have it, get it. It's in the selling phase where most people have the trouble. Selling is about leaving an impression. This impression has to be so strong that the company knows, it would definitely be suffering a loss if they didn't hire you for this position. Prepare yourself beforehand to leave the very best impression you can. In just a few hours of coaching, you can have all the tools you need for getting the position you really want.

## Taking Over an International Team

You've never led an international team before, or maybe you already are and it's not going well? International teams have special needs which are important to prepare for and pay attention to. You'll want to consider culture, working ethics and diversified loyalties. The team leader who has a mastery of his/her communication skills, who comes across with self-confidence and not arrogance, and who has learned how to be flexible without giving in to pressure is the best suited for leading international teams. Choose a coach with international exposure for your personal support. Coaching sessions can help you prepare for taking over a new team or for readjusting to your existing team.

## The Experienced Manager

You've worked at the same company now for many years. You know the structure, the problems. You even know the solutions. Maybe your direct supervisor is even younger than you are. The role of the experienced manager is to help keep stability in the company, to bring structure to innovative ideas and to help create continuity by building bridges between more experienced and less experienced managers. Not an easy task for everyone to undertake. Personal coaching can help you prepare yourself to take on this very important role in the company.

With this flyer and a recommendation from one of my existing clients, you will receive a 10% Rebate on all individual coachings completed in 2011.

### "What comes before Success?"

...Self-assurance

...Self-confidence

...Assertiveness

...Balance

## Soft Skills for Managers

Leading the team, conversing with customers, or speaking with your supervisor: you'll want to come across relaxed and self-assured, leaving an impression of self-confidence behind. Every manager naturally desires confidence and poise while working toward collective goals with a team of engaged and loyal employees. Motivating others, an important task of the manager, can easily turn into a challenge. Industry expertise is learnable. Strategies, goals and forecasts can be formulated. To finally win over and motivate employees to work toward certain strategies and goals requires versatility and a level of quality in soft skills (social/people skills). In individual coachings or as a participant in my six-day soft skills training program developed especially for managers, you will build a strong, personal foundation of social and

leadership skills. I will accompany you through three important topics: Leadership, Problem Solving, and Communication. Coachings and trainings can be booked independent of one another. Effective communication and efficient cooperation—an unrivalled package of just a few hours for strengthening your soft skills!

### Feel free to call!

*"I'm happy to inform you further on the phone or you may choose a free, 30-minute, face-to-face sample coaching to see if coaching is right for you."*

Peggy Stinson

