

XCEEDING THE MARK

STATEMENT OF CAPABILITIES



ABOUT US: Xceeding The Mark Executive Coaching & Consulting is a minority and woman-owned leadership coaching company. We focus on Executive coaching for successful and ambitious technology leaders who want to go from promotion-ready to promotion-selected.

Our Mission: To change the trajectory of technology leaders of the future.

Our Vision: To empower emerging and succession-ready technology leaders with the skills and tools they need to showcase their amazing results and lead them to be promoted faster than industry standard

SUCCESSSES



Spatial Analysis and Decision Assistance

A Cloud Account Executive at a Global Fortune 500 company with a high six-figure salary struggled to balance job demands with family time, but through coaching, they successfully earned a promotion to CIO of a billion-dollar business and technology company while maintaining a healthy work-life balance.



Northwestern Mutual

A high-performing staff member needed leadership and communication training to be promoted, and through coaching, they were promoted to Chief of Staff in less than two years.



Center of Hope Family Services

Facing high turnover and retention challenges, with inexperienced leaders in key roles, coaching led to 100% leadership retention and improved data reporting. Roles were redefined with clear expectations aligned to the position, and an existing program was discontinued to focus on serving current clients more effectively.

KEY DIFFERENTIATORS

- We empower emerging and promotion-ready technology leaders who are passionate about driving meaningful change within their organizations.
- By uncovering and aligning with the technology executive's core values, we lay the groundwork for authentic, impactful leadership.
- We identify growth opportunities based on proven competencies recognized by the [International Journal of Management](#), ensuring every step is strategically sound.
- We uncover core challenges, remove roadblocks, and set key performance indicators for lasting growth..
- Our signature approach accelerates career advancement, leading to promotions in less than two years, far outpacing industry norms.

CERTIFICATIONS



ICF Certified Professional Coach



Board Certified Advanced Nurse Exec



Masters in Business Admin



Doctorate, Healthcare Administration

XTM COACHING SERVICES AND SIGNATURE METHODOLOGY

Executive Coaching for Emerging, & Promotion-Ready Leaders

- The foundation for each coaching plan is built on individual tech leader's prioritized goals.
- 360 and Evidence-Based Feedback at the beginning and later interval of coaching to measure progress.
- Customized Executive Coaching.
- Group Coaching and Leadership Development for mid-level and C-Suite technology Leaders based on the [International Journal of Management](#).



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