XCEEDING THE MARK
STATEMENT OF CAPABILITIES

ABOUT US: Xceeding The Mark Executive Coaching & Consulting is a minority- and woman-owned leadership coaching company. We strengthen newly promoted leaders to lead independently, reduce transition risks, and protect organizational performance and ROI.

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

Our Vision: To equip newly promoted leaders to make confident decisions, lead independently, deliver measurable business results, and protect organizational performance and leadership ROI.

SUCCESSES

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. Still, 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, the member was 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 strengthen newly promoted leaders to make confident decisions, lead independently, and drive business results.
- By uncovering and aligning with the 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 KPI's based on the organization's goals.
- Our signature approach equips newly promoted leaders to lead independently, reduce transition risks, and deliver business results

XTM COACHING SERVICES AND SIGNATURE METHODOLOGY

Executive Coaching for Newly Promoted Leaders

- The foundation for each coaching plan is built on the individual leader's prioritized goals.
- 360 and Evidence-Based Feedback at the beginning and later intervals 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.

CERTIFICATIONS

ICF Certified Professional Coach

Board Certified Advanced Nurse Exec

Masters in Business Admin

Doctorate, Healthcare Administration



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