

THE CHALLENGE

Partners and Business Unit practise Heads are operating in a complex paradigm where leadership effectiveness in driving impactful client experience and driving growth is critical.

Exec Ascend was engaged to deliver Partner Transition, Senior Partner coaching program and Business Unit Practise optimisation.



THE RESPONSE

Exec Ascend continues to deliver Partner coaching programs across many professional services firms and large corporates.

Our Partner Coaching programs are designed to enable partners and teams to target and attain advanced levels of personal and professional performance. We work in partnership with the individual to ensure that leadership development and coaching goals are understood and there are clear measures of success.

- Senior Partner Coaching
 - Delivering strategic objectives of the firm
 - Leadership impact
 - Personal and firm contribution legacy
 - Managing energy, motivation and well being – sustainable practises
- Partner Track & Partner Coaching
 - Developing new business pipelines
 - Managing existing client relationships
 - Influence, gravitas and confidence
 - Improved leadership impact – less directive style, greater staff engagement, active listening and career development
 - Developing profile and specialist expertise

THE IMPACT

The partner programs elevate the leadership impact of partners, balancing business development, client management and leading a team. Individual partner feedback has been extremely positive, often resulting in extension of programs with new focus areas and in-firm referrals.

"Lisa made a positive impact on my partnership transition. Lisa draws on practical and valuable strategies and approaches. She implicitly understands the legal industry tensions. She has a strong understanding of the firm culture and operating model which helped us achieve positive outcomes"

Partner, Minters, September 2021.

"Lisa worked directly with two new partners. The process with Lisa was an easy one. Lisa is highly experienced, impactful and a pleasure to work with. I think her personal style contributed to the success of the partner coaching. Thank you, Lisa!"

HR Manager, DLA Piper 2022