



INSPIRING PASSION, PURPOSE & RESULTS



OUR MISSION

"To inspire, challenge and motivate companies and individuals to achieve their fullest potential"

● HOW WE CAN HELP YOU?

We can help you shift your consciousness to solve problems easier.

We believe we can assist you create a happier and more motivated and productive organisation by inspiring passion, purpose and results. We help executives be better leaders and managers by helping them let go of their self-imposed limiting beliefs, build self awareness and develop self confidence and improve their communication skills.

In short, we believe that when people know what their purpose is, and are passionate about it, improved results will follow.

Understanding this concept is crucial for companies that are seeking to achieve sustainable improvements in their Key Performance Indicators (e.g. Sales, Profits, Market Share, ROI).

Our range of Coaching and Training programmes is designed to challenge old ways of being and create change through new ways of thinking.

● WHO ARE OUR CLIENTS?

Successful executives who want to perform to their fullest potential. People who have what it takes technically, but may need some help motivating and inspiring people to follow their lead. Some of them may feel stuck in a particular way of thinking, but they know they can learn and change. They are courageous to face their fears because they want more out of life and work. They are bright and take the necessary action to make a difference to their organisation and their team.

Please refer to our website for the latest list of our clients.

● WHAT AREAS DO WE FOCUS ON?

We focus on the following areas:

- Leadership development
- Self confidence and Self awareness
- Improving Communication skills
- Team Dynamics and Effectiveness

WHAT SERVICES DO WE PROVIDE?

Executive coaching

Inspiring Potential's executive coaching programmes consist of one-on-one sessions which are designed to assist in the leadership development of senior managers and executives.

Our coaching programmes encourage the coachee to raise self awareness and take responsibility for achieving meaningful outcomes. It is achieved by ensuring the coach and coachee establish a constructive relationship based on trust and integrity.

Our Inspiring U one-to-one coaching programme, provides a structured process for executives to get clarity on what they want to achieve and how to go about it. This programme incorporates a significant 'change' element where participants will often overcome limiting beliefs or fears which may have been holding them back for many years. Particular emphasis is also placed on helping individuals to develop emotional awareness or "emotional intelligence".

The benefits of the coaching process will ultimately depend on the development needs of the individual and the issues that they are choosing to work on.

Our coaching programmes can help:

The individual

- Increase self awareness, which helps people get clear about what they want, how to get there and the issues that may be standing in their way
- Remove the limiting beliefs and fears that hold them back in certain situations (e.g. presenting in public, confronting issues with staff)
- Achieve higher levels of sustainable self confidence and fulfilment
- Be less anxious and stressed
- Be more 'outcome' focused instead of being 'problem' focused
- Engage in their work with more passion and purpose
- Achieve a greater work-life balance
- Become better managers of people

The organisation

- Better performance and results
- Happier more fulfilled organization
- Increased employee loyalty
- Increased engagement
- Better morale and motivation
- Better teamwork
- Improved communication



LEADERSHIP AND MANAGEMENT TRAINING

In many organisations people get promoted due to their functional expertise, but are never trained to manage and motivate people. At Inspiring Potential we believe that training and development of people is crucial to develop a successful organisation.

Our trainings and workshops are designed to:

- improve people skills by enhancing self awareness
- Improve communication skills
- Developing management and leadership skills
- Help managers to 'coach' in the workplace
- Implement and respond to organisational change - At Inspiring Potential, our training style is quite informal and we use case studies, psychometric tools, interactive role-plays individual and group exercises to create a fun and learning environment.
- Training - Our in-house trainings and workshops are specifically tailored to suit our client's needs in the leadership development, team dynamics and management skills areas. Below, however, is a sample of the courses that reflect our core expertise.

Coaching Skills for Managers

This course helps managers develop a coaching style and attitude in their own workplace in order to be more effective leaders. By adopting coaching skills, managers can become better communicators, motivate their staff more and become less stressed about managing people.

Developing Leadership Skills

This course explores the competencies of true leadership and how these can be developed through personal growth and self awareness. Such a course is ideal for newly appointed managers or high-potential employees.

Influencing Without Conflict

The aim of this course is to develop influencing skills in order to have confrontation without conflict. This can be achieved by helping people to be specific about what they want and to maintain control during emotionally charged situations.

Neuro-Linguistic Programming (NLP)

NLP helps people to understand how their mind works and to use this awareness to transform their behaviours. Our courses can range from a one day introduction to NLP to a 10-day Certified Business Practitioner course (accredited by ABNLP).

Team Dynamics

To improve communication and morale within teams. By using a combination of NLP techniques, Myers Briggs assessments and influencing skills, we can enhance the levels of understanding between colleagues.

Emotional Intelligence

The aim is to enhance self awareness and self confidence to increase personal impact at work. By understanding of how their personality and behaviour affect others in the team, people can improve how they come across and the level of influence they have in the organisation.

Presentation skills

To improve how people present and how they come across, by understanding how to structure it better, how their body language impacts the audience and how to manage their nerves effectively.

MARIELENA SABATIER - Founder



Marielena is an experienced Executive coach and trainer whose primary focus is leadership development and interpersonal communication skills.

She has over 13 years experience of working in blue chip organisations. Her finance career at Digital Equipment Corporation, Diageo, and MCI Worldcom, where she was a Commercial Finance Director, enables her to relate to the communication issues that senior executives encounter today.

She has held global and regional roles and worked in the USA , and Europe , and understands first-hand the cultural differences that global companies face today. She is a fluent Spanish speaker.

Marielena is a successful business professional who over the years has become passionate about helping people develop personally and professionally. She has an MBA and additionally holds qualifications in NLP and Executive Coaching.

Marielena combines her experience, studies in performance coaching and NLP to help executives achieve their full potential. She helps them challenge the doubts and beliefs that are limiting their personal growth and helps them create an action plan to achieve their goals.

WHAT DO PEOPLE SAY ABOUT INSPIRING POTENTIAL?

“Two of our characteristics of excellence are high energy and internal trust. Inspiring Potential has helped us to achieve these internally. As a company, they not only provide very good training but they also provide extremely effective coaching support. Our directors have seen evidence of the success of Inspiring Potential’s coaching and they have confidence in what can be achieved. There is a very good fit between their coaches and our people.”

- Sue Spencer, Director of Operations, Rse Consulting

“Marielena is a rare human being with the drive to be all she can be and yet to do so for the purpose of being in-service to others. Her natural curiosity married with sensitivities provides her with acumen not commonly found.”

- Michael Grinder, Michael Grinder and Associates

Marielena is an exceptional trainer, captivating everyone’s attention from the first moment her energy radiates across the classroom. She is the consummate expert in the subject and brings wide corporate experience, highly relevant examples and a wonderful sense of humour to enrich her dynamic delivery. Marielena’s approach is personal, sympathetic, challenging, supportive and undeniably compelling. She is able to deliver difficult concepts and gain rapid understanding.

- Simon Tappin, Management Consultant

HOW TO CONTACT US?

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For more information about our services please visit our website at:
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