



Career Coaching Services with Dan Johnson, CEC

"Hell is knowing who you are and failing to experience it."

-- Neale Donald Walsch

Career coaching is designed to assist individuals create and sustain a desired change in their lives such as a new career, renewed enthusiasm for a current profession, more joy and fulfillment in their lives, better relationships with others, or feeling more alive, joyous, and connected to their spirit. Career and coaching facilitates measurable and sustained progress toward a desired personal goal or result. Simply stated, career coaching helps clients live life *on purpose*.

Specific services are tailored to the needs of each client. Depending on client need, those services may include:

Assessment: A variety of assessments are available to the client, including assessments on values, interests, career preferences, communication styles, time management, work expectations, team dimensions, and interpersonal interaction styles. In addition, 360-degree feedback assessments are available to engage feedback from a client's boss, colleagues, and direct reports.

Coaching: Weekly coaching sessions are focused on the client's goals and needs. These sessions typically take place over the phone or in person and scheduled for 30 minutes each.

Fieldwork: Between coaching sessions, the client is asked to undertake one or more fieldwork assignments. These assignments are co-created by the coach and client to help the client make progress toward his or her goal. Specific plans, such as the Life Blueprint™, may be followed to create desired and sustained change.

Development Diary: The client may choose to document his or her experience with assignments and coaching sessions in a Development Diary. The Development Diary helps clients document their accomplishments, identify successes and areas they would like to further develop, and identify issues they would like to bring to the next coaching session. Many clients find it helpful to have a diary of their progress during the coaching period.

For more information, or a free goal-oriented introductory session, contact:

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Career Coaching: Frequently Asked Questions

Why career coaching?

Simply stated, career coaching helps individuals live their life *on purpose*. The coaching process helps clients accelerate a desired change in their lives and maintain this new way of living and being. Career coaching addresses the whole person, with an emphasis on producing action and uncovering learning that leads to more fulfillment, more balance, and more joy in a career and in living life.

What are some of the benefits of career coaching?

Career coaching facilitates the following outcomes:

- ❑ Accelerated achievement of desired change(s) in your life including a career change.
- ❑ Clarity on life purpose, values, and career interests.
- ❑ A strong sense of balance, fulfillment, and well-being.
- ❑ The experience of living your life purpose.
- ❑ Improved interpersonal relationships with others at work and at home.
- ❑ A strong connection to your own intuition and Spirit.
- ❑ Accountability with measurable weekly progress toward a desired career goal.

Who works with a certified career coach?

People work with a career coach for a variety of reasons. Some are people who:

- ❑ desire a job or career change;
- ❑ are in the midst of transition such as divorce, separation, or loss of a job;
- ❑ feel stuck, overwhelmed, or burned out in their personal or professional life;
- ❑ identify with "my job sucks the life out of me;"
- ❑ feel they have lost their soul to the company they are working for and are not sure they are getting anything in return;
- ❑ desire to be more authentic and fully express themselves in their work;
- ❑ want to strengthen their self-esteem;
- ❑ want clarity about something that is "missing" from their lives, even though they may be satisfied with their health, career, and family life;
- ❑ want clarity as they stand at a crossroads in their personal or professional life.

What makes Dan Johnson's approach stand out from other coaches?

Dan's unique approach combines grounded coach training and experience in personal life transitions, concrete techniques to work with fear, and spiritual wisdom and intuition. His "Looking Inward, Looking Outward, Looking Forward" approach to career coaching is results-oriented and focuses on measurable progress toward a client's career goals. Complementing this approach is Dan's strong sense of Spirituality, connection to Source energy, and training and acknowledgment of intuition. Dan has worked in the corporate environment for over 25 years and knows what it's like to be in a period of transition when you still have to "pay the bills" and not hide from life. And the feedback from Dan's clients indicates he is very good at what he does!

Dan's career coaching approach incorporates many aspects, including:

- ❑ accredited coach training;
- ❑ Life Blueprint™ career coaching certification;
- ❑ graduate training in relationship coaching;
- ❑ experience and training as a career development professional in the corporate world;
- ❑ the ability to guide a client through inner and outer work so the client can make concrete, observable changes in his or her life;
- ❑ active use and acknowledgment of intuition;
- ❑ universal principles such as the law of attraction;
- ❑ spiritual wisdom gained from “dark night of the soul” and other transition experiences;
- ❑ leadership experience from inside and outside of corporate America;
- ❑ insight gleaned from working with people in cultures from 73 countries worldwide;
- ❑ a focus on specific, measurable outcomes for coaching clients.

How often do I meet with a career coach?

Most clients elect to meet weekly for 30 minutes with a coach over the phone. Some elect to meet three times per month at 40 minutes per session.

In some circumstances, clients elect a daily laser coaching approach in addition to weekly coaching. This daily laser approach is scheduled during the first two or three weeks of the coaching period. Laser sessions usually last 15 minutes each day during the week. Daily laser sessions are especially helpful to clients who feel they have no energy to make a desired change (such as making a job change while working in a toxic work environment that sucks the life out of them, or experiencing deep transition periods such as the dark night of the soul).

Why is some coaching done over the phone (or Skype) rather than in person?

When I began my first formal coach training session, I learned most coaching was done over the phone. I have to admit I doubted how effective coaching can be by the phone but gave it a try. After my very first coaching session, I learned very quickly why coaching over the phone is often more effective than in-person. Here are some of the reasons why:

- ❑ There is less distraction when working on the phone. It enables coach and client to focus more closely on the issues at hand and not be distracted by peripherals such as what each other is wearing.
- ❑ Many people feel safer to reveal themselves over the phone rather than in person. A skillful coach knows how to create an atmosphere that enables the client to feel safe with the coach more quickly than in person.
- ❑ Minimizes the cost of the coaching and saves time. You (and the coach) do not need to factor in travel time each week for the coaching session.
- ❑ It's more convenient. You can call or Skype your coach from anywhere in the world – and you don't have to worry about traffic or finding a parking space!
- ❑ It heightens the use of intuition for both the coach and client. During any coaching session, intuitive “hits” come to the coach and the client. When working over the phone, it's easier to hear and pay attention to those intuitive hits. Both coach and client are also listening with more than just their ears – they are listening to their heart, their body, and their spirit.

**You decide whether you prefer career coaching in-person, by telephone,
or a combination of both approaches**

Where is Dan's office?

Dan's office is located near the downtown Indianapolis area.

How long does the formal career coaching relationship last?

Career coaching typically lasts three months. Sustained change does not take place overnight, and even the most willing clients experience resistance to the very changes they want to make, usually mid-way during the first three month period. For this reason, a three-month initial commitment often keeps momentum going, helps the client pull through resistance, and results in some measurable progress.

Some clients choose to stay with the coaching process for a longer period of time for sustained career change and change in other areas. Occasionally a client will request a single career session to get them jump-started.

How much does career coaching cost?

A coaching strategy and schedule is co-created with the client to meet his or her specific needs. Clients often choose to have coaching sessions on a weekly basis. In some circumstances, clients elect to have daily "laser" coaching sessions during the first two or three weeks – especially if they are experiencing extreme discomfort such as during "dark night of the soul" periods or when working in a toxic work environment that seems to suck the life energy out of them. Typical coaching fees for a single one-hour coaching session are \$300. A weekly coaching program ranges from \$500 to \$1,200 per month.

What payment options are available?

Clients are offered a variety of payment options so they can select the option that best suits their present circumstances and comfort level. Clients can pay the full amount in advance at a discount by check or pay monthly by VISA, MasterCard, American Express, or Discover.

What do I do next? How do I know if coaching is for me?

Contact me immediately if you have any question. You'll get a sense of what is possible by working together. Or simply request an enrollment form to being accelerating your career change today.

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Career Assessments Available to Clients

In addition to assessments on career interests and values, a variety of assessments are available to career coaching clients:

Myers-Briggs Career Report: Helps you identify job families and occupations that may be a good fit for you. It also explores preferred work tasks and work environments as well as most popular and least popular occupations for your MBTI type, and offers strategies for improving job satisfaction. A perfect companion to the book [Do What You Are](#). [Sample Report](#)

Work Expectations: Work expectations are those things people consider likely to happen in their job situation, either now or in the future. Whether spoken or unspoken, met or unmet, expectations have a powerful impact on our thoughts, feelings, and behaviors, and play a key role in driving our attitudes. Research shows that people who have clearly defined, well-communicated expectations find more satisfaction and success in their work than people whose expectations go unspoken or unrealized. And companies that employ satisfied, successful people reap the rewards of increased productivity and reduced turnover. [Sample Report](#)

DISC® Classic 2.0: The foundation of personal and professional success lies in understanding yourself, understanding others, and realizing the impact of personal behavior on others. For nearly thirty years, the DiSC® Classic has unlocked the door to productive communication and relationships for over 30 million people through its DiSC® Dimensions of Behavior learning approach. [Sample Report](#)

DiSC® PPSS: This profile will give you in-depth information on the respondent. It covers the following topics: Behavioral highlights and overview, motivating factors, preferred environment, tends to avoid, strategies for increased effectiveness, demotivating factors and behavior in conflict. [Sample Report](#)

Team Dimensions Profile: The Team Dimensions Profile helps individuals work from their strengths by identifying their most natural team role, while giving them added appreciation for the contributions of others. [Sample Report](#)

Time Mastery Profile: The Time Mastery Profile® helps individuals set priorities and manage time more effectively by evaluating their effectiveness in 12 critical areas. - This complete self-assessment tool looks at individual effectiveness in twelve critical areas. It also includes a built-in workbook that guides individuals in developing customized strategies for improving their productivity. [Sample Report](#)

Personal Listening Profile: Good communication is one of the most valued skills in the workplace. And effective listening is crucial to communicating productively inside the organization and meeting the competitive challenges outside the organization. The Personal Listening Profile® helps people become active, purposeful listeners in a wide variety of situations for more productive communication. [Sample Report](#)

Client Feedback & Testimonials for Dan Johnson, CEC



"I've made more progress in three months with you than in five years of therapy! Thank you so much for helping me reclaim my life and experience joy!" -- Director of Operations, Indianapolis

"Dan is a masterful, skillful, and compassionate coach. He quickly gained and earned my trust and respect, and supported me during my self-discovery process!!" -- Ricki Chapman, Career Counselor

"I could not have selected a better coach. The benefits I received from coaching with Dan were support, clarity and accountability. I really needed to work with someone like Dan who could bring clarity, support and accountability to our relationship so that I could achieve more balance in my life. What stands out about Dan is that he was able to quickly create a supportive and inviting space for our coaching relationship. This was important in that I was able to feel totally at ease sharing my life with him. Dan guided me through my weekly challenges and offered me the necessary tools for creating more balance in my life. Coaching with Dan was a great experience!" -- Tamara M. Wiggins, Attorney, Oakland, CA

"Dan is a very powerful coach. Dan helps you to realize how much of your power you are giving away to your fears. He then helps you to make peace with those fears and use them as a source of support. Sometimes it is challenging to let go of long held beliefs, even if they no longer serve you. Dan provides wonderful techniques that allow you to see your fears from a new perspective." -- D. Ford, Small Business Owner

"Dan is very insightful and intuitive. He creates a safe and comfortable environment in which to explore any issues that come up. He is professional and has a wonderful, caring energy about him. Dan rocks!" -- Cindy Sanford, Sacramento, CA

"Dan has a wonderful, loving way about him. He's wonderful and professional." -- Janet Pickel, Elk Grove, CA

"It's a joy to be one Dan's clients. He compassionately and elegantly coached me through a very challenging time in my life. Dan's skill and intuition have helped me discover great resources within myself From the darkest night of my soul to the most sparkling day, Dan challenges, supports, and encourages me. He celebrates my accomplishments with me and inspires me to do and BE the best I can -- and then some." -- S. Sanford, Entrepreneur

"Working with Dan is an energizing, enlightening and empowering experience. In our sessions I feel completely safe, truly listened to and supported. Dan allowed me the space to find clarity, focus, and to break through some deep issues that were holding me back from my dreams and goals. We got right to the heart of the matter in a very short time, and I now have the feeling that all things are possible. Thank you, Dan, from the bottom of my heart." -- F. Baker, Entrepreneur

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About Dan Johnson, CEC Performance Mastery



Dan Johnson is President of Performance Mastery, a coaching and performance consulting firm located in Indianapolis, Indiana. Dan has been coaching individuals on leadership effectiveness, authenticity, self-empowerment, relationship, and life fulfillment issues for over 20 years. Among his clients have been leaders and individuals throughout North America, South America, Europe, and Asia.

Dan's success with coaching has been driven by his creative and intuitive approach to helping a variety of people achieve desired results. His experience has included roles as consultant, coach, trainer, and performance improvement professional in the U.S. and abroad. As a coach he has helped hundreds of leaders become more effective in their role, improve their own performance or the performance of their employees, make a career change, reduce conflict and increase productivity among teams, renew their enthusiasm for their profession, increase profitability, and create environments where people can do their best work. His personal coaching work has helped clients be more effective on the job, live more authentically, access and trust their intuition, live more fulfilling lives, and attract (rather than struggle for) what they want to their lives. His work as both internal and external consultant has contributed to the success of Eli Lilly & Company; WellPoint; Roche Diagnostics; Indiana University Health; Good Samaritan Hospital; Richard L. Roudebush VA Medical Center; Bausch + Lomb; Kroger; State of Indiana Attorney General's Office, One America Financial Partners; Chase Bank; United Health Care; Indiana Farm Bureau Insurance Company; Kiwanis International; American Legion Auxiliary; and Indiana University. He is a current adjunct faculty member for Indiana University where he teaches the Leadership Certificate program and courses on workplace performance improvement.

Dan graduated Phi Beta Kappa with a B.S. from Purdue University in Financial Planning and an M.S. from Indiana University in Instructional Systems Technology. He earned the Certified Excellence in Coaching designation through the Institute for Professional Excellence in Coaching and completed graduate coach training in Relationship and Organizational Systems through the Center for Right Relationship. He is a Certified Life BluePrint™ career coach and a third-year graduate of the Indianapolis Gestalt Institute. Dan is a member of the Association for Career Professionals International and a past president of the Greater Indianapolis Chapter of the International Coach Federation, the Central Indiana chapter of the American Society for Training and Development (CIASD), and the Indianapolis chapter of the International Society for Performance Improvement (ISPI).

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