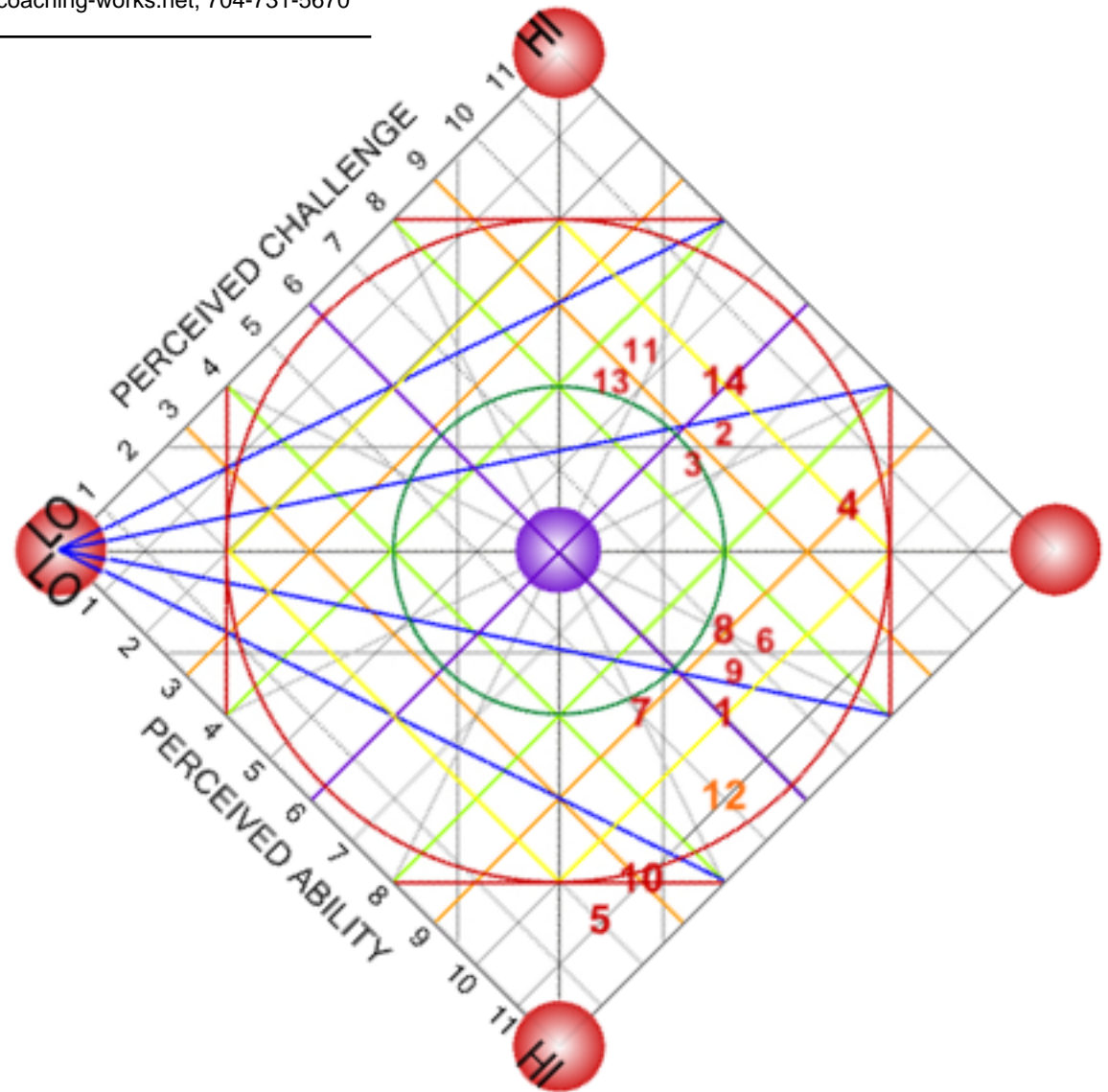


Individual Name: Leen Lambrechts

Activities	Ability	Challenge	Importance
#1 Market my services successfully to others	10	6	10
#2 Convert prospects into clients	7	9	10
#3 Prevent stagnant client relationships	7	9	10
#4 Get paid for what I'm worth	9	10	9
#5 Sustain self-discipline and accountability	11	2	11
#6 Achieve competitive differentiation	10	7	10
#7 Present compelling solutions for clients	9	5	9
#8 Capture additional business opportunities	9	7	9
#9 Build a fully leveraged business	10	7	9
#10 Help my clients identify critical issues	11	3	10
#11 Adapt to changing market conditions	5	9	9
#12 Leverage personal strengths for business success	11	5	8
#13 Manage work-related stress effectively	5	9	10
#14			





Profile: Sample ChangeGrid for Coaches, Consultants, Small Business Owners, and Entrepreneurs

Instructor: BobDeMers, bobdemers@coaching-works.net, 704-731-5670
Prepared on: 10/8/2009 10:35:59 AM

Maintain work-life balance	6	10	10
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