

# Product Leadership Coaching

## How it Works

I coach senior product leaders facing specific challenges or looking to generally improve their approach and effectiveness. Product leadership is a demanding job and it's easy to lose yourself in the day to day challenges. Stepping out of the office and talking with someone impartial and experienced is a great way to recharge and incentivise yourself to achieve even more.

I offer regular coaching sessions, in person or online, where you are at the centre of the conversation, *your* challenges, *your* situation and ultimately leading to *your* solutions. We'll quickly go beyond the theory and grapple with your context and reality, coming up with concrete solutions to put into practice.

## My Style

Coaching sessions are about you and your situation. I don't have the answers, you do, but I can help you find them by bring my experience and perspective to the table. I'm there for you to bounce ideas off, to provide feedback on things you've tried or are thinking about. I'll ask lots of questions. I'll challenge you (in a nice way!). I'll share ideas and concepts that you can experiment with.

## Your Responsibilities

I don't set rules for what you need to do, but there are a few things I recommend to get the most out of our sessions.

- Before we meet, let me know what you are working on or thinking about and would like to explore when we next meet.
- Bring examples of what you're working on. This could be a strategy document, roadmap, analytics, a lean canvas... Don't worry if they're half formed thoughts, it's all good.
- Be prepared to report back on things you've tried, so we can discuss, learn and adapt your approach

## Frequency of Sessions and Fees

I recommend initially meeting every 2 weeks then changing to monthly once we hit a rhythm.

You can choose to pay as you go, or pay in advance. Please get in touch for my current fees.

### **Rescheduling Coaching Sessions**

You can reschedule sessions up to 24 hours in advance. Any later than this, or if you don't show up, you will be charged \$250 (if paying for individual sessions) or it will count against your available prepaid sessions.

### **Cancellation Policy**

If paying by session, the Coachee can choose to stop further coaching sessions at any time.

Prepaid coaching is non-refundable.

### **Confidentiality**

I will maintain absolute confidentiality with regard to the business affairs of the Company, its officers and trading relationships. I will not use or disclose to anyone any confidential information which belongs to or concerns the Company, its employees or suppliers unless I have the prior written consent of the other or unless required to do so by law.

### **About Me**

I've always loved working in the murky intersection between technology, business and customers. Even as a Solution Architect for InterGen in 2008, I was just as happy talking with customers and understanding their needs as I was geeking out with the engineers. At the time I had no idea this passion would turn into a product career. I officially started leading product in 2009 when I was hired as one of Xero's first product managers. I worked closely with the executive team, hired more product people and built product teams. The product grew to almost a million customers before I left, teams spanned the globe and what started as a company of 40 people grew to over 1400. Quite the ride. Lots to learn. Later I was Global Head of Product for a small Wellington startup, 8i, doing amazing high-tech work with holograms. Another ride, another set of lessons. I now work with lots of exciting companies and inspiring leaders as a Product Leadership Coach and help a growing community of product leaders to connect through networking events.