

Words from a Business Executive

March, 2015

I have been working with Janice Russell since November, 2014.

A little background on myself: I am a 54-year-old (by some standards) successful guy running a statewide sales team and earning executive compensation. Based in Raleigh, I am a "player-coach" who manages a department but also spends on average 8 days a month out of the office in a customer/prospect facing role.

I have long been dissatisfied with my organizing habits and self-perceived lack of discipline. Late in 2014 I was informed I'd be taking on some more responsibility. I don't have clinical anxiety but I remember feeling uptight and that if I did not tackle this weakness once and for all, I could fail under the weight of my own bad habits. "Fail" could mean leave money on the table bonus-wise, or worse, lose my job by not delivering budgeted results.

I took action on something I'd thought about (but procrastinated on) several times before. I googled something like "organizational coach" and started looking for help. I remember feeling a bit embarrassed about not having my act together at this stage of my career, but nonetheless, convinced to follow through. The first Coach I spoke with, perhaps after assessing my mess, said "I have someone else better suited for you." I was then introduced to Janice Russell. And my life has changed. I was not told to get help. I did it voluntarily and with my own money. It is the best money I've spent in years!

I have a feeling of control now when too many times before, I felt out of control. That feeling now also includes me having an "ordered mind" rather than one being tossed about by the wind. And it has been a process that gets better the more time I invest. It is not rocket science, but put simply, Janice has a knowledge base I did not. And, she has served as a weekly coach by phone as an accountability partner. Almost every week, she illuminates something practical, simple and profound that helps me improve.

I have given Janice permission to provide my personal email and mobile number if you would like to contact me to discuss my experience. I wholeheartedly recommend Janice. If you are willing to put in the effort, she can help you operate at the level you know you are capable of when at you are at your best.

~ Vice President, Raleigh, N.C.

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