

neti.

CONNECTING PEOPLE WITH POSSIBILITY

Business Coaching

Five Proven Programs Built to Deliver
Real Results
at Every Stage of Business

*From Startup to Scale · Family Legacy · Team
Excellence · Strategic Growth*

We've Run Businesses. Now We Help You Scale Yours.

Most coaches tell you what you want to hear. We tell you what your business needs then we help you act on it.

These programs are designed by a former CFO and Sales & Operations Director with global experience. Every framework we use, every question we ask, every challenge we put on the table comes from someone **who has built P&Ls, led global teams, driven growth, and made the hard calls. This is not theory. This is practice.**

No generic slides. No off-the-shelf answers. Every engagement is built around your business, your challenges, and the results that matter to you. Numbers do not grow on their own. People do.

What Sets Us Apart

**Real-World
Experience**

**Custom-Built
Programs**

**Measurable
Results**

**Proven
Frameworks**

Your business deserves a partner who has been there.

TABLE OF CONTENTS

From Seed to Success 05

SMEs Strategic Growth 06

Family Enterprise - Generational Success 07

Team Accelerator 08

The Executive Mentoring Program 09

Our Signature Programs

01

FROM SEED TO SUCCESS

Coaching for Startup Evolution

02

SMEs STRATEGIC GROWTH

Propelling Growth, Cultivating Mindsets & Building AI-Ready Businesses

03

GENERATIONAL SUCCESS

Family Business Coaching for Sustainable Growth

04

TEAM ACCELERATOR

Custom-Designed, Experiential Team Programs for Any Business

05

THE EXECUTIVE MENTORING

Accelerating Growth Through Experience, Wisdom & Guided Clarity

From Seed to Success

Your startup does not need more advice. It needs a structured path from idea to profitable, scalable business — built by someone who has done it.

"From Seed to Success" is that path: six phases covering every critical stage, from validating your model to maximising your exit.

Program Structure

1. Startup Essentials

- Idea & opportunity assessment
- Business model development & value proposition
- Branding & positioning
- Funding options

2. Growth — People

- The leaders
- The team
- The core: Values, Purpose & Capabilities

3. Strategic Planning

- The framework for industry dominance
- Strategic planning
- Planning process: Preparation & leadership

4. Execution

- Priority — Focus — Finish Lines — Fun
- Data & predictive intelligence (Powering Prediction)
- Meeting rhythm

5. Cash

- Cash flow acceleration strategy
- The Power of 1: 7 Key Financial Levers — DNA of Business

6. The Exit

- 4 Keys to Maximizing Valuation

WHO IS THIS FOR?

Founders and early-stage startups ready to build right; not just fast. If you want a proven structure, real accountability, and a partner who has built businesses from scratch, this is your program.

what's included

- ✓ Personalized goal achievement plan
- ✓ Progress & performance tracking
- ✓ ROI measurement of coaching
- ✓ Constructive feedback & reviews

Duration: 12 Months

Hybrid: Online / Inperson

SMEs STRATEGIC GROWTH

For SMEs ready to move from surviving to scaling. This program installs the strategic discipline, financial rigour, and leadership capability to grow with confidence — and the AI readiness to stay ahead.

PROGRAM STRUCTURE

1. Current State

- Comprehensive business diagnosis
- Identifying opportunities & blind spots

2. Growth Mindset

- Mindset foundations for sustainable success
- Cultivating resilience & adaptability

3. Strategic Planning & Execution

- Strategic roadmap design
- Execution systems & accountability

4. Leadership & Team Development

- Leadership style assessment
- Building high-performance teams

5. Market Expansion & Customer Acquisition

- Market penetration strategies
- Customer acquisition & retention

6. Financial Growth, Sustainability & Profitability

- Financial levers for growth
- Profitability optimization

7. Integration of New Technologies & AI

- AI tools for business efficiency
- AI & digital adoption roadmap

8. Continuous Learning & Adaptation

- Building a learning organization
- Agility in a changing market

WHO IS THIS FOR?

SME owners and business leaders done with reactive management. If you are ready to replace gut-feel with strategy and build a business that scales, this program was made for you. Not for the comfortable. For the committed.

what's included

- ✓ Goal achievement planning
- ✓ Plan evaluation & iteration
- ✓ Progress & growth tracking
- ✓ Coaching ROI measurement

Duration: 6 - 12 Months

Hybrid: Online / Inperson

Generational Success

Family businesses face challenges no textbook covers, succession, conflict, legacy, and growth all at once. This program brings business strategy and family dynamics together so you can pass on a stronger business, not just a bigger one.

PROGRAM STRUCTURE

1. Initial Assessment & Goal Setting

- Business health review
- Family vision alignment

2. Family Dynamics & Communication

- Communication frameworks
- Conflict resolution strategies

3. Succession Planning & Leadership Development

- Succession roadmap
- Next-gen leader preparation

4. Business Strategy & Innovation

- Strategic refresh
- Innovation culture development

5. Governance & Risk Management

- Family council structures
- Risk identification & mitigation

6. Education & Development

- Skills development for all generations
- External learning integration

7. Legacy & Impact

- Defining the family legacy
- Long-term impact planning

WHO IS THIS FOR?

Family business owners navigating succession, generational conflict, or the need to professionalise. If your legacy matters, get the structure to protect and grow it.

what's included

- ✓ Tailored succession plan
- ✓ Progress & development tracking
- ✓ Constructive feedback & reviews
- ✓ Coaching ROI measurement

Duration: 6 - 12 Months

Hybrid: Online / Inperson

Team Accelerator

This is not a team-building day. It is a custom-designed, experiential program built from scratch for your team's specific gaps. Every session is active, challenged, and rooted in your real business context — because people learn by doing, not by listening.

PROGRAM STRUCTURE

1. Custom Diagnostics & Program Design

- Team health survey & 1:1 interviews
- Performance gap analysis
- Bespoke program design built for your team's specific needs

2. Trust & Communication

- Live communication simulations
- Trust-building exercises with real team scenarios
- Experiential conflict resolution practice

3. Clarity, Alignment & Shared Purpose

- Facilitated team mission-building session
- Role clarity workshops with real accountability outputs
- OKR setting through collaborative action planning

4. Collaboration & Decision-Making Under Pressure

- Business simulation exercises
- Cross-functional problem-solving challenges
- Structured debriefs to embed learning

5. Leadership Within the Team

- Peer coaching practice sessions
- Distributed leadership scenarios
- Leader-as-coach skill development

6. Accountability Culture & Execution Discipline

- Team accountability system design
- Progress tracking tools built with your team
- Real-time feedback practice

7. Embedding & Sustaining High Performance

- Culture anchoring activities
- Internal facilitation skill transfer
- 30-60-90 day follow-up plan

WHO IS THIS FOR?

Any business — any size, any industry — where teams need to perform better together. Ideal for CEOs, HR leaders, and operations directors who are done with team days forgotten by Monday.

what's included

- ✓ Fully custom program design
- ✓ Pre-program team diagnostics
- ✓ Performance & culture measurement
- ✓ Post-program embedding support

Duration: 3 - 6 Months

Hybrid: Online / Inperson

The Executive Mentoring Program

Mentoring where your ambition meets the lived experience of someone who has built P&Ls, led global teams, and made the hard calls. Honest, direct, and built entirely around you.

PROGRAM STRUCTURE

1. Discovery & Foundation

- Mentee profile & background assessment
- Defining goals, aspirations & success metrics
- Establishing the mentoring relationship & ground rules

2. Mindset & Self-Awareness

- Identifying limiting beliefs & mental blocks
- Emotional intelligence & self-regulation
- Building a high-performance mindset for sustained success

3. Leadership Identity & Personal Brand

- Clarifying your leadership style & values
- Developing executive presence & influence
- Crafting a compelling personal brand narrative

4. Business Strategy & Growth Thinking

- Strategic thinking frameworks & decision-making tools
- Market positioning & competitive advantage
- Growth levers: scaling, innovation & opportunity mapping

5. Career Navigation & Transitions

- Managing career pivots & critical transitions
- Negotiation, visibility & stakeholder management
- Building a powerful professional network

6. Performance, Productivity & Execution

- Prioritization systems & high-leverage habits
- Managing energy, focus & resilience under pressure
- Turning strategy into consistent, measurable action

7. Legacy, Vision & Long-Term Impact

- Defining your leadership legacy
- Aligning personal purpose with professional mission
- Sustaining growth beyond the mentoring engagement

WHO IS THIS FOR?

For individuals: emerging leaders, mid-career executives, entrepreneurs, and C-suite professionals who want straight-talking guidance grounded in real business experience. For businesses: organisations that want to accelerate the development of key people, fast-trackers, high-potentials, and leaders in transition; with mentoring that delivers measurable performance impact, not just personal growth.

what's included

- ✓ Personalized mentoring roadmap
- ✓ Curated resources, tools & frameworks
- ✓ Progress tracking & milestone reviews
- ✓ Honest, experience-backed feedback

Duration: 3 - 12 Months

Hybrid: Online / Inperson

neti.

CONNECTING PEOPLE WITH POSSIBILITY

The right experience. The right methodology. The right time.

We bring the experience, the frameworks, and the no-nonsense accountability to make it happen.
We work with a select number of clients at any time because depth of engagement is what drives results, not volume.
Spaces are limited.

Do not wait for the perfect moment. Create it.

READY TO BUILD A BUSINESS THAT PERFORMS?

BOOK A PERSONAL CALL — IT STARTS WITH A CONVERSATION

hello@neti-coaching.com

www.neti-coaching.com