



COACHING FOR SENIOR FINANCE PROFESSIONALS

Get ahead in your career and elevate your personal impact



TYPICAL NEEDS

What typically drives the needs for professional coaching?

STUCK IN YOUR CAREER?

- Are you an ambitious finance professional who is stuck in your career?
- Do you want to elevate your personal impact in your role?

Then our coaching approach can help you better understand your current situation and provide you with a toolbox that step-by-step takes your career to where you want it to go.

FACED WITH TOUGH PROFESSIONAL CHALLENGES?

- Are you facing a great challenge at work and not sure how to overcome it?
- Do you find it challenging to live up to the expectations of people around you?

Then our structured approach will help you work through the challenge and exceed all expectations.



WHY CHOOSE BPI?

What makes BPI unique in the market space?

1 WE HAVE BEEN THERE OURSELVES

We have more than 40 years of experience dealing with most professional and career challenges any finance professional will encounter.

We are all ambitious people with a strong purpose to help finance professionals across the world succeed in their careers.

2 PRACTICAL TOOLBOX

We have developed an extensive toolbox with practical tools, templates and models to aid finance professionals increase their impact.

As part of our engagement, you get access to these tools and can leverage them in your daily role.

3 IMPACT WITH YOU

We work with you – not for you.

We take pride in understanding your specific challenges and find solutions that meet your needs.

Impact is sustainable when you reach the desired results and beyond.



PROFILES AND CONTACTS

What you see is what you get.
Impact through experience



ANDERS LIU-LINDBERG

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13 years of experience in finance and accounting both as a leader and individual contributor. He has helped guide thousands of people through his thought leadership and individual sessions



BENITA ULRICHS

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15 years of experience in Finance with hands on processes, advisory and leadership. Former leader for 50 talents in Deloitte.



MICHAEL BÜLOW

Partner & CEO in BPI

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+15 years experience in Finance with extensive experience in people development as a leader and during Learning & Development programmes.

OUR APPROACH

A typical engagement focuses on understanding the issue and dealing with it.

PHASES

KEY ACTIVITIES

KEY TOOLS & DELIVERABLES*

1

MEETING 1: *WHAT IS THE CHALLENGE?*

Getting an in-depth understanding of the challenges you are facing.

The main purpose of the first session is to define the challenge or problem you are facing. Without a good understanding of the issue we cannot help you.

This is also a way to explore if we are the right people to help you.

- Defined Situation, Complication, and Key Questions to answer
- Plan for coming sessions
- Decision point: Are we the right people to help you?

2

MEETING 2 – 5: *SOLVING THE CHALLENGE*

Breaking down the challenge into issues which we address step-by-step by applying various tools from our toolbox.

We always design the coaching roadmap together with you to ensure we address the right challenges in the appropriate amount of time.

The activities depend on the challenge that we are solving but could range from prioritization of tasks, creating a customer value model, breaking down you and your customers' personality profiles, and tapping into how executives communicate.

- Urgency/importance matrix
- Customer value model
- Customer communication plan

3

MEETING 6: *THE JOURNEY AHEAD*

Your plan for the coming months bringing it all into action.

Throughout the sessions you have been taking microsteps towards solving your challenges.

In the final session we create the plan for the coming months to ensure you take the right steps towards continued success

- From thoughts to action plan
- Making commitments for the next 90 days