



Our Services

We improve the value-creating effectiveness in strategic alliances. We deeply explore and clarify what it means to *be* a strategic alliance manager; this process changes how alliance managers perceive themselves, their role in business and their alliances. We empower them with fundamental principles and authentic practices. They will learn to focus themselves and their alliance on prioritized areas for development. As we transform the alliance managers, we will begin transforming their alliances.

SERVICE STRUCTURES

I provide value to businesses via three mechanisms:

- Training for teams.
- Consulting for organizations.
- Coaching for alliance managers (customized individual coaching packages are available).

SERVICE CONTENT

I can provide you and your team the following value-enabling content:

- Clarifying the role of being a strategic alliance manager.
- Transforming an alliance by focusing collective attention on value: the removal of value-impediments, the uncovering of incremental value, and a clear and compelling vision.
- Empowering self and others via the counter-intuitive practice self-obsolence.
- Being an illuminating mirror; the attraction and power in gratitude.
- Using confrontation to build trust and enable greater value creation.
- Negotiating without compromise; going beyond mere win/win results.
- Spiritual practices: presence and awareness; living your simple truths; *being* the change (introspection); and creating home (productive community).
- Developing value-enabling metrics: measuring the timeless and the invisible; improving attitude & mindset; and creating a collaborative atmosphere (deep trust, open communication, productive community, healthy confrontation and love).
- Relationship-izing others and alliance-izing their work product.
- “Relationship deepening” – a sustainable and fundamental corporate strategic asset.

PERSONAL ATTRIBUTES

Some of my attributes that help me provide value to your team include the following:

- Persistent and tenacious
 - Focused and adaptive
 - Embraces diversity of perspectives
 - Intelligent and wise
 - Enthused by ideation
 - Warm and compassionate
 - Strategic visionary
 - Willing to pursue and speak the truth
 - Trustworthy and respectful
 - Open and clear communicator
 - Agent of change, catalyst and driver
 - Collaborative community builder
- Living spiritual principles (ideas) and practices (authentic behaviors) in an integrative manner

SUGGESTED PROCESS

- Assess situation, needs and opportunities with alliance managers and management.
- Propose customized, prioritized and focused activities with defined deliverables and benefits.
- Execute; assess and propose next steps.

FEES

1. \$220/hour for unplanned services.
2. \$200/hour for planned services (10 hour minimum), scheduled on a month-to-month basis.
3. \$7,000/month for 25% of my time and energy, scheduled on a month-to-month basis.
4. \$6,000/month for 25% of my time and energy, scheduled in 6-month blocks of time.

Clients will also reimburse for reasonable travel, lodging and meal expenses.