



EICHENHORN

COACHING · TRAINING · MODERATION

## Philosophy

Knowledge and experience are the basis of personal as well as business success. But first of all it is based on daring and the will to success. It's your success, and the success of all the other people in your enterprise, and you will achieve nothing without their potentials and energy too.

Eichenhorn assists executives in finding their potentials and in realization of their personal and business goals – integrated, grounded, noticeably.

In the beginning there is the cognition, that you can change everything by yourself – if you really want. You should not halt with insecurity and doubts about yourself nor with resistance, opponents and envious persons. The goal is the way.

To know yourself provides the means to take action. In this sense I see myself as your personal scout in discovering and reactivating unused energies and as someone who encourages you during change processes.

My experience: Motivation and the right communication in the team and in the enterprise are the most important prerequisites to achieve ones goals in an efficient way.

It is absolutely necessary to optimize business processes and to have the costs under control. But the crucial thing in the future will be to discover and support the real potentials of all persons in the enterprise and to assign them to those positions, where they show to their best advantage.

### **W.E.R.® spürt, führt (P.S.R. feels, leads)**

The Eichenhorn method **W.E.R.® spürt, führt** starts where true change begins: with people and there talents. **W.E.R.® (P.S.R)** stands for

- Perception (Wahrnehmung)
- Sources of energy (Energiequellen)
- Rituals (Rituale)

Often long established patterns of thinking and acting or paralysing routines are blocking our perception.

We no longer know what we want to do, instead we are only concentrated on the things we think we have to do. We no longer listen to our „voice inside“, our intuitions. Often we even ignore the signals of our body. Therefore the first step is to sharpen and expand the own perception, especially the perception of yourself, and thereby become open minded for new experiences, new ideas, and other people.

Often our inner sources of energy are buried deep inside. Somewhere on our way we have lost sight of things that give strength to us and drive us forward. Career, success, status symbols – you have got all these, but still something is missing. Therefore it is necessary to rediscover ones personal sources of energy and to tap these sustainably – people, things, activities, or feelings that are motivating and inspiring for us and that we enjoy. Then buried or so far hidden talents and potentials will be revealed again.

Everyone needs positive rituals as an anchor in the hectic pace and in the challenges of all day business. For the one of us this can be the daily „power nap“, for the other one this is a prayer, Zen meditation, or autogenic training, for one team it is the lunch they have together, for another team it is a weekly „grumble hour“. Based on your perception and in connection with your personal sources of energy we will develop the rituals, which support you and your employees, during the coaching process.

In an open creative dialogue we will work out the appropriate coaching strategy that will help you in optimal use of your potentials. You will develop your management skills further, you will motivate your employees, and you will find the right people who will pursue your business goals together with you with strong commitment.

**Success means thinking in future opportunities, not thinking of previous results.**