



IPS Introduces Executive Presence Development Services to Foster C-Suite Success

IPS Executive Presence Development Services help executives and senior managers create their own authentic executive style. Clients learn how to change limiting behaviors that are holding them back and build on their natural strengths to bring about sustainable behavior change for C-suite success.

ATLANTA – October 17, 2005. IPS, an Atlanta-based executive consulting firm, announced today the launch of its Executive Presence Workshop and Coaching services, which help executives and senior managers increase leadership ability, improve interpersonal effectiveness, and advance their careers. Sales professionals can also benefit from these services to improve their comfort, confidence, and effectiveness when selling into the C-suite.

“You don’t have to be born with executive presence,” said Paul Aldo, Managing Partner, IPS. “In fact, almost no one is. It must be developed and cultivated – with feedback, practice, and the help of executive coaching. And, that’s what IPS does.”

While other development services help executives focus on specific areas such as public speaking, presentation skills, media interviews, or image, IPS helps clients recognize the expressive qualities of executive presence and create their own authentic executive style. Clients learn how to change limiting behaviors that are holding them back and build on their natural strengths to bring about sustainable behavior change for C-suite success.

“Others usually try to put a veneer on people,” said Aldo, “but IPS deals with who people really are and helps them develop repetitive patterns of behavior that are authentic and more executive like.”

To do this, IPS uses three development tools: the IPS Executive Style Assessment, which helps clients understand themselves and how they relate to their world; the IPS Interpersonal Presence Model, which enables clients to quickly grasp the relationship between who they are, how they act, and how audiences interpret their actions; and Applied Video Technology for capturing clients in ways that accelerate their development cycles and for modeling desired behavior.

According to HR executive Diane Davis, “IPS Executive Presence Development is one of the most important things I’ve done to advance my career and move into the executive suite. It really put me in touch with how I come across to others and with the concrete things I can do to be a more influential and effective leader.”

This is echoed by manufacturing executive Joe Gasperetti, “I have been an executive for several years but have never achieved the success with others that I am now having as a result of IPS Executive Presence coaching.”

The IPS workshop, *Executive Presence – The X Factor in Career Success*, is a fast-paced, one-day session delivered onsite at client facilities and in open workshops in Atlanta, Georgia. Each participant receives valuable materials to support continued development of



executive presence, including an Executive Style Assessment, Executive Presence Workbook, personal video clips, and a custom Executive Presence Development Plan.

IPS delivers Executive Presence Coaching services in one-on-one and team coaching sessions using its Five-Step Executive Coaching Process. The coaching process begins by identifying the most important strengths and vulnerabilities that affect each person's executive presence. Then, IPS works with clients to build on those strengths while helping them better manage the vulnerabilities that are holding them back.

For more information about IPS executive training services and to schedule Executive Presence Workshops and Coaching Sessions, please contact Paul Aldo or visit www.executivepresence.com.

ABOUT IPS:

Integrated Performance Solutions, LLC, (IPS) is an Atlanta-based executive consulting firm that helps companies quickly uncover and address the people-to-people issues that waste the time, talent, and potential inhibiting productivity and growth. Focused exclusively on executive development, IPS offers services for Executive Presence, Executive Coaching, Executive Communications, and Executive Teaming. The IPS mission is to make clients more effective through authentic and sustainable behavior change by capitalizing on natural strengths and better managing the vulnerabilities that hold people back. Recent coaching clients include executives and senior managers from AT&T, Hewlett-Packard, The Lawson Group, VNHA, and LINPAC Paper.

CONTACT:

Paul Aldo, Managing Partner
IPS
404.851.9699
paul.aldo@executivepresence.com

###