

## SARAH NEWTON-PALMER PROFILE

Sarah has over 20 years' experience as a life, career transition and leadership development coach. Sarah has coached both individuals and teams across a range of sectors including banking, mining, legal, accounting, retail, telecommunications, airline, manufacturing, education, government agencies; IT and transport. Typically, her coaching results in clients experiencing significant growth with positive impacts for them both personally and professionally. Sarah is driven by a commitment to support people to embrace the journey of continual self-transformation, learning how to direct their life and career, fully express themselves, live authentically and purposefully and so experience fulfilment in their lives.



## Coaching Approach & Philosophy

Clients comment that Sarah utilises a warm and open approach, drawing on both empathic communication and clearly defined outcomes and commitments to structure a relationship of mutual trust. She listens attentively to their challenges and concerns, then asks insightful, timely questions that guide them to deeper self-awareness and appreciation for the real issues. Options, solutions and goals are identified. Sarah then guides the behavioural change needed to realise those goals by generously sharing her extensive knowledge, experience gained from a richly diverse career path and understanding of the challenges they face. Feedback from hundreds of clients is that working with Sarah as a coach is an unforgettable and often life-changing learning journey that is challenging, enjoyable and highly rewarding.

## Coaching Experience

- Over 1500 hours of leadership and executive coaching utilising psychometric profiles, LSI, Leadership and Management profile 360 data, and GROW Model to guide effective, action-oriented coaching sessions.
- Client engagements have included coaching the CEO of a mining company, coaching a group of CEOs from a range of SMEs, the State Manager of a transport company, over 15 senior leaders in an emergency management organisation, the Director of an innovative horticulture business, over 30 senior managers in government organisations, CEO in local government, senior manager in the health industry, over 50 leaders in some of New Zealand and Australia's largest banks, over 100 Telco employees, 6 senior leaders at Microsoft NZ, 6 senior leaders at Air New Zealand and psychometric assessments for over 1000 leaders.

## Work Experience (Organisational Roles Held)

- Director Leadership and Career Development – Directioneering NZ
- Senior Consultant – Directioneering WA, Audrey Page & Associates
- Senior Facilitator, Leadership & Management Development Team - National Australia Bank
- Principal Advisor Learning and Development - BHP Billiton Iron Ore
- Senior Facilitator & Program Manager – Murdoch Executive Education Centre
- Senior Consultant - KPMG
- Training Consultant – Dale Carnegie Organisation

## Qualifications

- Master of Leadership & Management (Curtin Graduate Business School)
- Certificate IV in Training & Assessment
- Master Coach NLP (Tad James Co, Sydney)

## Accreditations

- Birkman Signature Personality Assessment
- Human Synergetics LSI/GSI
- Nationally Accredited Mediator (ADC, Sydney)
- Certified Practitioner Cognitive Behavioural Therapy