



# JAMES PICKLES COACHING

Motivational speaker, performance coach, mentor and  
wellbeing consultant





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# SPEAKER PROFILE: JAMES PICKLES

In early 2019, I was a Sales Director at an industry-leading survey technology and panel company. I had been there for 10 years and, in that time, had grown my part of the business from virtually zero to over £6 million in annual revenue. I headed up the leading sales team in Europe and created lasting, highly profitable client relationships with household name brands. I was, by all accounts, very successful.

In March of that year, I suffered a completely unexpected and almost total mental and physical breakdown following a severe and very public anxiety attack. I spent the remainder of the year on leave. Through regular therapy, I began to recover and understand why this had happened at what seemed, at the time, the peak of my career.

I also learned that I wasn't the only one suffering from a similar experience.

Since leaving that role, I have retrained as a certified professional Coach. I work as a motivational speaker, performance coach, mentor and wellbeing consultant within the Market Research and FMCG industry.

# FROM BREAKDOWN TO BREAKTHROUGH:

A LIVED EXPERIENCE OF STRESS-INDUCED BURNOUT



How I got there, why I burned out, what happened next and where I am now.

- Join me for a walk-through of the circumstances that led up to a life-changing, 10-day panic attack. I'll take you through what happened and how it felt at the time; why I think it happened to me; how I recovered and what I do now to stay well.

Calm

Clarity

Confidence

Control

# THE HIDDEN COST OF YES

## HOW AND WHEN TO SAY NO OR AT LEAST NOT YET

When saying no is better than yes for you, your team and your clients.

- A combination of storytelling to cover how being a yes-person back fired and practical examples of how to structure your no without being negative or obstructive.

## HOW ARE YOU M/MANAGING?

Which examples are you following/displaying at work, are they effective and are they good for you. How is your wellbeing and that of your team being impacted?

- Exploring how leading by example isn't always positive especially if the behaviours aren't conscious and deliberate.

# LOWERING THE BARRIERS TO TALKING

How can we make it easier to answer honestly when you are asked – how are you?

- Not all 'how are you?' enquiries are genuine so how do we make sure we know when it's the time and the place to be open and honest?
- Not all shared problems need solving – using the acronym Why Am I Talking to be better at active listening and offering appropriate support.



# SPOTTING THE SIGNS OF BURNOUT IN OURSELVES AND OTHERS

Signs of stress, anxiety and burnout can be subtle, incremental and hard to spot until it's too late – prevention is far better than cure.

- What can we look out for, how can we look and what can we do about it?



Calm  
Clarity  
Confidence  
Control





WORK  
WITH  
ME

CALM

CLARITY

CONFIDENCE

CONTROL



# PACKAGES

## THREE TALK & INDIVIDUAL COACHING PACKAGE

Includes: Breakdown to Breakthrough 45-60 minute talk followed by live Q&A (up to 45 minutes).

- Followed by a 30 minute talk on how to talk and how to listen with open Q&A.
- Followed by 1:1 Q&A (3-hour duration, 6x bookable slots of 25 minutes each).
- Talk 3 on topic tbc 45-60 minute talk followed by live Q&A (up to 45 minutes).
- Followed by 1:1 bookable Q&A (8x bookable slots of 25 minutes each).
- 10 hours of individual Coaching on application.

From £10,000

## TWO TALK & INDIVIDUAL COACHING PACKAGE

Includes: Breakdown to Breakthrough 45-60 minute talk followed by live Q&A (up to 45 minutes).

- Followed by a 30 minute talk on how to talk and how to listen with open Q&A.
- Followed by 1:1 Q&A (8x bookable slots of 25 minutes each).
- 4 hours of individual Coaching on application.

From £7,000

## ONE TALK PACKAGE

Includes: Breakdown to Breakthrough 45-60 minute talk followed by live Q&A (up to 45 minutes).

- Followed by 1:1 Q&A (8x bookable confidential slots of 25 minutes each).

From £5,000

Note costs are net – no VAT to be added. Where face-to-face delivery is required, reasonable travel and accommodation costs are additional.

Prices are available in US dollars upon request

# RECENT FEEDBACK

## TESTIMONIAL

“Just wanted to share that I found that incredibly powerful and insightful - thank you for organising. I really value having time to listen to his experience, and it's really given me pause to think about how I can better take care of the people in the team/those in my personal life. Thanks again”



Calm

## TESTIMONIAL

“Yesterday, you delivered an absolutely fantastic talk and Q&A session - which could easily be renamed 'Honesty 101'. Not only was it extremely powerful, engaging, emotional and impactful - it was also very thought-provoking, and for me personally it definitely inspired moments for self reflection. I'm sure I wasn't the only one.”



Clarity

## TESTIMONIAL

“Thank you for organising the talk just now. Really beneficial, and I think the act of organising it, and 'giving air' to the topic is as important as the talk itself”



Confidence



Control

## TESTIMONIAL

“I felt compelled to drop you a quick email to thank you for your time earlier. I have to say, it's not normally in my nature to do so, but it really was an incredible session. Very powerful, and it has given me a lot to think about.”



# JAMES PICKLES COACHING

Speaker & Coach

## CONTACT DETAILS

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in: James Pickles



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