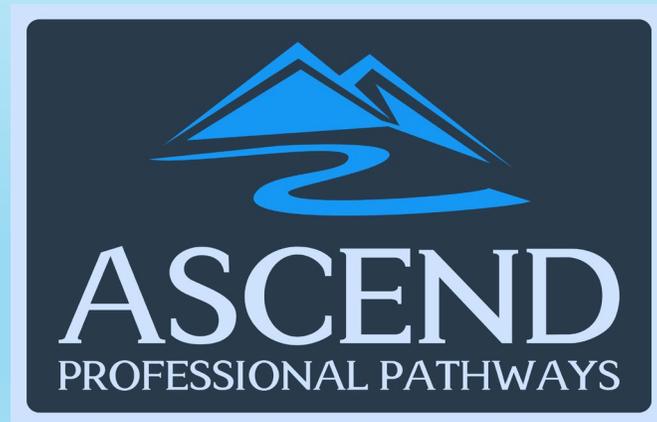


**ESSAE**

**Rising Professionals**

**Career Development Workshop**

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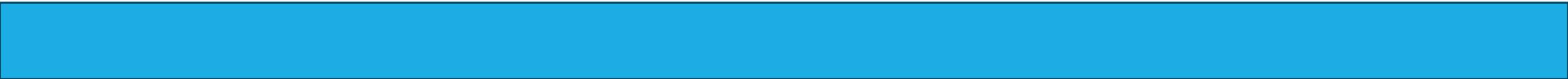




# Thomas Passalacqua

My core mission is helping ambitious professionals better accomplish their goals, maximize their capacity for success, and perform at their very best.

**Certified executive coach who enables leaders to fulfill their potential to achieve the greatest results possible.**

- Founding teacher
  - Award-winning sales professional
  - Director of business development
  - Certified executive coach, career coach, ICF
- 
- A solid blue horizontal bar at the bottom of the slide.

The one constant over the course of my career was the drive to help others to succeed.



**It's not necessarily about getting new tools...**

**...but rather sharpening the ones you already have.**

# Ascend Clarity Process

Where you want to be.



Where you are.

Empowering professionals to gain clarity on how to reach the next level in their business or career.



[Ascendpropathways.com](http://Ascendpropathways.com)

# ESSAE Career Workshop

This Career Development program provides a customized approach intended to develop the clarity that will help you move closer to your specific professional goals. Improve your focus and identify strategies and actions that will have the most impact.

Participants will engage in an interactive workshop and will be provided with a creative framework to develop the following objectives:

- Solidify the goals you have for your career
- Identify actions and resources that support these ambitions
- Identify the skills and aspects to further develop to maximize your success
- Gain clarity on your next steps to accomplish your goals
- Align your strengths and skills to support your professional ambitions

# Downloadable framework

Visit this link or scan QR code:

**[ascendpropathways.com/essae](https://ascendpropathways.com/essae)**

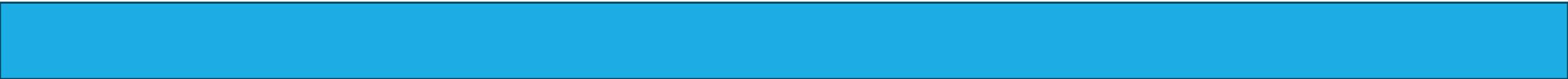


- Download the ESSAE Career Development Framework
- Save as a new file
- Can input answers into text fields or print out

# Getting grounded to start...

What does growing in your career look like for you?

What are your current ambitions?



# Client success story 1: Greg



## Challenges:

“Getting out of my own way”

“Needing to gain clarity”

His doubts and perception on many sensitive situations.

“Thomas has an incredible ability to help me gain clarity on how to implement my vision — not just dream about it. What I appreciate most is the space he creates for me to discover my own answers while skillfully guiding the conversation in a way that always brings out new insight.”

# Reflect on your current state

## Rank yourself 1-10:

1. How would you rate yourself on being clear on your career path and what you want to achieve?
2. How would you rate yourself on being in control of your opportunities?
3. How would you rate yourself on feeling fulfilled in your career?

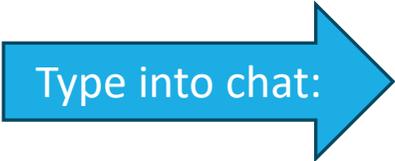
Type into chat:

**Type into the chat:** the total of all three numbers.

Can anyone share?

# Reflect on your current state

1. What are your top 3 qualities that make you unique and allow you to excel in your profession?
2. Who are the top 3 individuals or groups you can tap into for resources or new opportunities?
3. What would you say is the most important aspect of your abilities that you need to develop to maximize your potential? (ie your strengths and unique attributes)



Type into chat:

**Type into the chat:** your strongest trait and the role of the most influential person you know.

# How would you define success?

If you didn't have any limitations, what would you see yourself accomplishing?

Why is this important to you?

Can anyone share?

## Client success story 2: Kendra



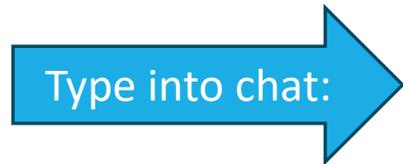
### Challenges:

“Before working with Thomas, I was completely burnt out, lost, and had zero confidence.”

“My confidence has skyrocketed, and I even received a promotion just two months into a new position!”

# Taking action

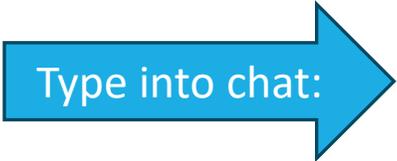
Describe one small action that you can take right now that would have the greatest influence on reaching your career goals.



**Type into the chat:** the one action that will get you moving the quickest.

# Identify challenges

What are the challenges that may slow your progress?



Type into chat:

**Type into the chat:** what is one significant barrier to your career success at this moment?



Can  
anyone  
share?

# Reflections on past achievements

<b>Past achievement:</b>	<b>How I accomplished it:</b>	<b>Why I am proud of this:</b>	<b>Lessons Learned: Habits, actions, &amp; mindset that enabled this accomplishment that I can replicate again:</b>
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# Client success story 3: Caitlin



## Challenges:

Self doubt and undervaluing her services.

Fear of rejection

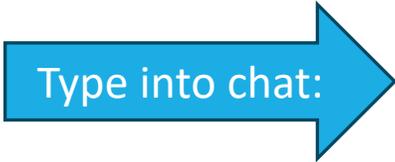
“Getting too far in my head” and overthinking.

“Focusing on what could go wrong”

**The proposal review was received better than she expected and the client not only agreed to her suggested workload and strategic approach, but they also suggested working at a higher capacity and offered \$2,000 over her proposed price per month!**

# Thoughts?

What was helpful about this workshop?



Type into chat:

**Type into the chat:** what was most valuable about today, and what are you excited for now?



Can  
anyone  
share?

# Real Results:

“We have so many thoughts, feelings, and emotions running through our minds and they can be very distracting and debilitating. Thomas takes a kind but clear approach to helping you see what's already inside of you and draws that out and plays on your strengths.”

“Working with Thomas has been an absolute game-changer. He has an incredible ability to help me gain clarity on how to implement my vision – not just dream about it.”

“Our main objective was to gain clarity on our business direction and scale in a way that felt aligned. With Thomas’ coaching, we achieved exactly that...my advice to others is to be ready to grow, because Thomas will take you there!”

# ESSAE Special Discounts

**Leave a Google Review!**



<https://g.page/r/CRX0ooMtBih4EBM/review>

**Special ESSAE discounts:**

**10% off on the Full Professional Realignment Program.**

**5% off on the Career Accelerator Program.**

To see all details, please visit:  
[ascendpropathways.com/essae](https://ascendpropathways.com/essae)



Thank you!!



**Thomas@AscendProPathways.com**