

Ascend Professional Pathways

Executive Coaching & Leadership Development



ascendpropathways.com

Coaching Case Study

Featuring...

Strategic Support Consultancy



Meet Nyasha Maringe

I have spent seven years in the dental industry—starting from the ground up in front-desk administration and moving into high-level sales within the outsourcing space. While my career grew, my academic journey took me across the globe, earning a Master's in International Trade from Nankai University in China and a double major in Economics and Marketing from Monash University in Australia.

Despite this foundation, when I took the leap to start my own company, I hit a wall.



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Finding the Confidence to Build a Bridge Between Zimbabwe and the Global Dental Market.

My mission is deeply personal: I want to build the leading outsourcing firm in Southern Africa. My goal isn't just business growth; it's about human impact—providing my community with the stability and dignity that comes from serving global clients. But even with a clear 'why,' **I found myself paralyzed by the fear of rejection and the daunting task of onboarding major U.S. DSOs.**

Finding Solutions:

I sought out Thomas because I needed an industry veteran who had seen it all. What I found was a mentor who gave me much more than a roadmap.

In our sessions, Thomas didn't just hand me a script; he held up a mirror. He asked the incisive, difficult questions that helped me identify the true barrier to my success: self-doubt. He helped me realize that I already had the expertise; I just needed the courage to 'shoot my shot' and the discipline to remain consistent when the path ahead looked dark.

I am incredibly proud to say that a few months after our sessions ended, I moved into a season of relentless execution. By applying the clarity and confidence I gained under Thomas's guidance, we successfully onboarded our very first client!

For any entrepreneur standing on the edge of a big dream but feeling held back by hesitation, Thomas is the catalyst you need to finally move forward!