



**Daphna Horowitz Leadership**

**Leadership Development & Coaching**

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**DAPHNA**HOROWITZ  
*Leadership*

## Overview

With the realities and challenges of today's global workforce, organisations are using coaching, mentoring & leadership development programmes to invest in leaders in order to create and sustain a culture of high-performance.

- Invest in high potential employees regarded as top performers to maximise impact, deal with challenges and fine-tune behaviours especially when it comes to leading people and leading their business, to become extraordinary leaders.
- We coach towards defined success outcomes while keeping conversations practical and ensuring application of new behavioural approaches and mindsets.
- Involvement of key stakeholders, lumina profiles and 360 feedback processes are additional elements that can ensure the success of programmes.
- Ask us about our **lifetime value guarantee**



## Executive Coaching

At DH Leadership, we co-create the best programme to meet the specific needs of our clients. This means that we continually monitor, review and adjust elements as we go along to ensure that agreed objectives and success measures are achieved.

To ensure success, a Lumina profile is included as a springboard for self-awareness. Access to the coach 24/7 for immediate consultation and feedback on day-to-day challenges and laser-coaching sessions are also included.

Examples of topics brought to coaching engagements:

- Ability to influence and impact
- Leading people & teams
- Behavioural blindspots
- Leadership purpose & brand
- Presenting with confidence
- Dealing with day-to-day leadership and work issues
- Career growth
- Work/life balance
- Emotional intelligence and resilience
- Feedback

## CEO Mastermind

## & Leadership Lab

A mastermind group is a peer-to-peer mentoring concept used to help members solve their problems with input and advice from the other group members, based on the work of Napoleon Hill.

This means that leaders (YOU) come together to share pertinent leadership/business challenges, brainstorm solutions, learn from each other and create a peer network.

A key objective is to network and leverage your connections with each other to benefit from collaboration and interdependence.

"No two minds ever come together without thereby creating a third, invisible, intangible force which may be likened to a third mind, the mastermind."

- Napoleon Hill



## VIP Day

### Strategy Boost

Think big, plan well and get results!

There comes a time for every leader and business to get a strategy boost.

This is about setting aside time for **clarity, planning** and **strategic thinking**. Instead of continuing to run, bogged down with day-to-day tactical stuff, take the time to focus, dive deep and decide a strategy for the way forward, in your business, career or leadership.

The **VIP Strategy Boost** is designed to give you just that, creating a plan for connecting your purpose, vision and next steps.

The structure of the VIP Day is flexible. It can be done all at once or broken up as follows:

- Initial meeting (1 hour) is always complimentary
- 1 x 3-hour deep dive meeting
- 2 x follow-up sessions (60-90 minutes each), set 1-2 weeks apart
- Ongoing availability for contact between sessions

## Laser Coaching

A laser-coaching session is a targeted, 15-20-minute coaching session that focuses on a specific issue, problem or challenge that needs to be addressed or resolved.

The Laser coaching package begins with a *2-hour vision and strategy session* and is followed by *unlimited laser-coaching sessions* (15-20 minutes at a time) to be used as and when required. All you need to do is book a time and complete the short preparation questionnaire.

The package includes:

- 2-hour vision and strategy session to focus the laser coaching series
- Unlimited sessions over a period of 6 months
- Short, quick sessions to solve specific issues that arise, as they arise and to move you forward to achieving your goals
- In the moment guidance, coaching as the need arises for a quick turnaround time
- Preparation is done before the session
- Book one at a time

## Why Discovery

### Business & Personal

WHY is a purpose, a cause.

It's the reason your organisation exists beyond making money.

It's the reason we wake up every morning with energy for our day ahead.

Businesses that have a clearly defined 'why' are shown to be more successful in employee engagement, performance, decision making and setting a powerful course for the future.

Articulating the **company's WHY** is a process of discovering what is already in the DNA of the business, through storytelling and championing the best aspects of ourselves and our business.

Defining our **personal WHY** helps us make better decisions while feeling fulfilled, energized and on purpose in everything we do.

Purpose is the basis for how we speak about our work and our life. It drives how we make decisions, how we build relationships and connect with others.

Resource:

[https://www.ted.com/talks/simon\\_sinek\\_how\\_great\\_leaders\\_inspire\\_action](https://www.ted.com/talks/simon_sinek_how_great_leaders_inspire_action)

**Lumina**

## **Workshop**

Move from old, transactional approaches to teamwork to newer, creative ones and helps organisations see people as human beings and not human doings.

Personalised assessment which helps explore each person's uniqueness, increase self-awareness and adapt behaviour to improve personal effectiveness and professional relationships.

Individual profiles are compiled to form an aggregate team profile to highlight potential working relationship synergies & challenges.

A fun, interactive workshop helps the team understand their preferred styles of work, communication and leading others.

Teamwork can then flourish, rather than clash, leading to improved communication and increased productivity.



## Additional

## Services

Daphna Horowitz and her team of top coaches deliver a wide range of service, all customised to your organisational needs.

Additional offerings:

- The CEO Mastermind
- Future Leaders & Hi-Po - executive coaching for rising talent
- Purpose discovery workshops & strategy sessions
- Laser coaching packages
- Interview based 360 feedback
- Lumina workshop for team cohesiveness
- The Extraordinary Leader programme

## Testimonials

“Daphna Horowitz has been outstanding. Her ability to help me focus and get me through major milestones was extremely valuable to my growth. The coaching did not attempt to change who I am, rather I’ve learned to lean into my uniqueness and navigate my talents to deal with everyday life. It was amazing to see the results in my work environment.”

**Yaron Itzhari**

Country Director, Medtronic, Israel

“Daphna is an exceptional professional with vast experience and knowledge in the fields of leadership, purpose, values and the connections between them. I always enjoy my conversations with Daphna, in which she brings her amazing personality and her unique perspective that help me become a better version of myself as a leader, manager and a human being.”

**Zvi Baida**

EVP & Chief Customer Officer, Shufersal, Israel

With an amazing attitude, professionalism and sensitivity, Daphna has helped me to look at my professional life from multiple angles and dimensions. Daphna's approach combines soft and analytical techniques that I felt were very well tailored for me.

**Elad Peleg**

Deputy CEO, CFO & Head of Business Development, Tadiran, Israel

## Testimonials

“For the last five years Daphna has been challenging me, provoking me, not allowing me to settle for safety or lazy thinking. She never allows me to gloss over the tough stuff, and insists that I confront the difficult issues head on, however uncomfortable that may make me. But at the same time she's always been thoughtful, insightful and unwaveringly supportive. She's an extraordinary coach, and I'm glad to have her on my side as I navigate the next stage of my career and my business's future.”

**Geoff Baars**

CEO NMG Group, Australia

“Daphna has been an incredible coach to work with. From our very first session, she put me at ease and made it easy for me to open up. She's a keen listener and cuts through the story to get to the real essence of the issue. Her laser-sharp focus on the issues and relevant suggestions has allowed me to grow into my role as a leader in a fast-growing tech company.”

**Barry Kukkuk**

CTO, Netstock, South Africa

“I have engaged Daphna's services both to run workshops for executives at a large public company and in launching my own business. Daphna has a rare ability to help you find the best in yourself, taking you on a journey in transformative thinking. I can't think of a better investment for anyone looking to define and reach their business or career goals.”

**James Raanan**

Partner – Parnes Raanan & Co, Israel

# DAPHNA HOROWITZ.

HELPING TALENTED PROFESSIONALS BECOME EXTRAORDINARY LEADERS

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Actuary, Author, Keynote Speaker and Leadership Coach – Daphna holds qualifications in business, leadership and coaching. She works closely with leaders and teams to transform workplace culture through developing a leadership strategy, leadership processes, leading change and enabling purpose-driven leadership effectiveness and impact.

Daphna has a solid track record coaching CEOs and facilitating leadership development programmes across the globe in the following industries: Financial services, IT, Pharma, FMCG and consulting. Recent assignments across Europe, Africa, Middle East and India include the following clients: Barclays Bank, Coca-Cola, Medtronic, NMG, MSD, Hollard Insurance, Rand Merchant Bank, Standard Chartered Bank, Anglo American, Siemens, University of Stellenbosch and GIBS Business School.

**"I work with talented executives who are high-achievers, experts in their field and are always striving to be at the top of their game, go further, lead better, learn more. Together we develop people leadership, purpose, presence and performance; building a leadership mindset and strategy. Working with me means getting clarity on what's next and going for it!"**

## BACKGROUND

Daphna's coaching experience spans more than 4500 hours over 13 years of coaching CEOs, senior executives and leadership teams, across the globe. She designs and implements leadership development and coaching programmes in global organisations.

Before establishing her coaching career, Daphna worked in insurance and consulting, quickly rising to Director level. She held the position of Lecturer at the two largest universities in Johannesburg while managing her own actuarial consulting company and corporate event management company.

Daphna is published author of "Courage to Lead: Leadership Lessons from Kilimanjaro," past Treasurer of ICF South Africa and past President-Elect of ICF Israel.

## KEY AREAS OF EXPERTISE

- Leadership presence, effectiveness and impact
- Leading people
- Purpose-driven leadership – find your why
- Personal Mastery & EQ
- Communicating powerfully, with clarity and focus
- Leading through crisis and change
- Mentoring Programmes & Leader as Coach
- Leadership mindset & strategy
- Feedback & high-performance

## QUALIFICATIONS AND ACHIEVEMENTS

- MCC, International Coach Federation
- MPhil (PiPL) Cum Laude, University of Johannesburg
- FIA Fellow Institute of Actuaries, London
- BSc(Hons), University of the Witwatersrand
- BSc, University of the Witwatersrand
- RCC, TFOC, NeuroLeadership Group
- Marshall Goldsmith Accredited Coach
- Accredited Lumina Practitioner
- Certification in NeuroLeadership, NLP, Ontological coaching, Conscious Embodiment,

**DAPHNA HOROWITZ**  
*Your leadership mentor*

A hand holding a dove against a cloudy sky background. The hand is positioned in the center-left, with the index finger pointing upwards. A dove is perched on the tip of the finger, facing left. Another dove is flying in the upper left corner of the frame. The background is a soft, cloudy sky with a warm, golden light on the left side, transitioning to a cooler blue on the right. A large, semi-transparent orange circle is overlaid on the left side of the image, partially covering the hand and the dove.

# Thank you

For a complimentary meeting, contact us:

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For more information and resources

[www.daphnahorowitz.com](http://www.daphnahorowitz.com)

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A small, stylized dove logo is positioned above the word "Leadership" in the logo.

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