



Hello Friends, Family, Colleagues, and past or current Clients,

Welcome to the first email newsletter from Kincaid Consulting Group. This newsletter will be published monthly with interim updates for special topics along the way.

If you did not know, I went into business for myself, but not by myself. You may ask, why did I venture into the coaching and personal/professional development business? Well, that's a great question. In this introduction, I will tell you concisely and get straight to the point! I like getting to the point!

The Past

Throughout my career journey, I have held jobs in swim coaching, business development, and customer service while also tagging along while life & wife gave me three wonderful and adventuresome children. During this time, I have noticed that the common thread to most **major or minor problems involves interactions between people**. The list of examples is endless, but some of the most common themes are

- over and under communication
- misunderstandings
- not speaking up when one needs to
- different personalities, education, life experience
- different character traits or values

I have realized things about myself that I did not fully understand until life opened the door for me to reflect on my life in a structured and meaningful way. I realized that I first had to *really get to know myself* to give the best of myself to others. Simply put, I wanted people to like me, and I wanted to be successful. Still, I never understood what true success meant and how we define success is deeply personal and can be measured in many different ways. Hard work and persistence through life's stages have given me much satisfaction and many successes and failures. Yet, I was still unable to fully understand God's calling for me.

As I reached 55, I was deeply entrenched in the world of coaching swimming. I was accustomed to developing world-class athletes and navigating the athlete/parent ecosystem. Long hours on my feet, extensive travel away from home, and early mornings and late nights challenged me

mentally and physically. I asked myself if my body and mind could continue to meet the expectations of the job. While I loved the idea of coaching and guiding others in their pursuit of success, I realized that I could use my experience to help people of all ages and backgrounds navigate through life's challenges toward their goals more holistically. So, after 30 years on the pool deck, I began to pursue formal training in human behavior, leadership, and Teaming since this is what I've been doing all my life; thus, I created the Kincaid Consulting Group.

<https://www.kincaidconsultinggroup.com/>

The Present

My work mainly involves three service areas and utilizes three well-known vendors in the coaching & consulting space.

- First, I use diagnostic tools from **TTI Success Insights** such as DISC, 12 Driving Forces, Emotional Intelligence, and other instruments to explore and learn about human behavior as individuals and teams. <https://www.ttisi.com/>
- Second, I use **The Priorities of Life and Business** to deeply discern business decisions with you and/or your team in leadership development using frameworks with **Five Capitals**. These tools can also be used at an individual or organizational level. <https://fivecapitals.net/>
- And finally, I use services from **Clutterbuck Coaching and Mentoring** to focus on the area of TEAM Coaching and to really delve into team dynamics and help you create synergistic and optimized teams. <https://clutterbuck-cmi.com/>

As you can see, for myself, but not by myself. These partnerships have proven valuable time and time again, and they leverage the sharpest minds in the world to deliver coaching and training with and for my clients. Keeping current and abreast of new and exciting content and maintaining certifications in these services is part of the job! It is imperative to provide high-value and top-end results for those seeking change and growth in life and business. I encourage you to visit their websites and explore them to see the intriguing results and insights they can provide. Together, we can use these and other tools to become agents of change in your life so that you and your organizations can be better stewards of your time, talents, and treasure.

The Future

If you want to receive updates, content, and an email newsletter from Kincaid Consulting Group, OPT IN! I promise reading and learning are painless, and it just may be exciting as you journey through life.

What to Expect!

Kincaid Consulting takes on a broad and deep view of discovery tools, leadership development, and how teams can solve problems better and faster. We want to focus our first three newsletters on Behaviors, Emotional Intelligence, and Motivation. We will walk you through an assessment tool called TriMetrixEQ and how self-awareness is a good first step and conversation starter. In the next edition, we will address why leadership development is the lifeblood that sustains your business and focus on the essential and most important reasons that individual and team coaching can take your business to the next level.

You might ask, what am I looking for in a client or as a way to grow my business?

- A person who wants to explore how coaching may help change their life.
- A referral or recommendation to an individual or a business owner who can use a little help in navigating towards success in life or business.
- A person who may be saying, “I would like to be a coach too, and to help people grow their life and business” ---because we are expanding!

As I mentioned, my intent was to keep this short and sweet. A three-minute easy read. I thank you for taking the time to stay with me this far. I am excited to publish this and to help others realize their goals and find success in their lives. So, if you are intrigued, feel free to opt-in for future updates below. Click the link below to take this “call-to-action item” as your first goal accomplishment.

Click here >> [NOW, OPT IN SO YOU DON'T MISS OUT!!](#)

Blessings,

Jeff Kincaid

Jeffkincaid@kincaidconsultinggroup.com

Phone: (757)-725-1502

