

# Peer Insights

## R E P O R T

### Q&A with Silvia Christmann Executive Growth Coach

#### Principle Series:

*Family Office Insights sits down with Silvia Christmann, a leading executive growth coach and advisor who helps C-suite executives advance to the next stage in their careers and lives.*



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Family Office Insights is a voluntary, “opt-in” collaborative peer-to-peer community of single family offices, qualified investors and institutional investors.

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**Q:** How did you find your way into the world of career coaching?

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**A:** I spent the early portion of my career focused on business development, growing business across different verticals, specializing in media and tech. I've had the privilege of working with successful serial entrepreneurs throughout my formative career years. This allowed me to learn the art of business from many different perspectives. I initially became a consultant to companies but then ultimately decided that working as a coach was what I was meant to do. Coaching allows me to draw upon both my professional and personal experience in a meaningful way. I get to walk people through a process of discovering themselves and their goals on a completely different level. Through this work, I show people new dimensions of themselves and how to discover possibilities and attain new goals. It is my goal to help people maximize their potential. It's exciting to witness people successfully tackling challenges turning ideas into realities.

**Q:** What type of clients do you work with?

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**A:** My practice is primarily focused on working with CEOs, executives, entrepreneurs, and those who aspire to be high achieving impact individuals with goals and ambitions that they want to make a reality. My clients can be found all over the globe with a main concentration in the US, Asia, and Europe.

**Q:** What does your service offering look like?

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**A:** I take a very customized approach. I work with clients on a one-on-one basis between three to six months depending on their current state and goals. We typically work either on a weekly or biweekly basis. We start with a deep dive session to identify where they presently are and where they want to go in the future. From there, we tailor a program that works specifically for the individual and their aspirations.

My clients are often looking for 'chapter 2' in their lives and have a desire to breakthrough old habits to take themselves to the next level. I have created weekend-long intensive programs for specific clients to chip away at their belief systems and behavior patterns to explore thought paradigms. Our subconscious beliefs dictate our behavioral choices, which can inhibit our ability to move forward in the direction desired. I train people to develop a growth mindset to move past these dated value systems and beliefs that no longer serve them.

We create a structure that hones in on accountabilities by giving clients the ability to have a framework for self-evaluation. This allows people to identify their consistent and recurring behaviors and develop a different consciousness around their choices. I architect solutions that allow my clients to thrive, grow and learn without me. I establish these frameworks by giving them hard-hitting insights. My ultimate goal is for them to keep moving forward without me.

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**Q:** Why do you find it gratifying to work with entrepreneurs and those who are at the top in their respective fields?

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**A:** I've been fortunate enough to have the privilege to sit across from greatness. It never fails to amaze me that the clients who I work with are extraordinary human beings. What I love is that someone who has had a series of successes needs to create a new dimension to discover the next stage of their career. I give them the tools to navigate the next step and success. Working with such dynamic individuals and witnessing their progression is an extremely inspiring job to have.

**Q:** Can you give an example of the types of things you help your clients with to send them on a new reinvigorated career path?

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**A:** People come to me wanting to feel happy, healthy, and productive. The premise of our work together is that we uncover existing belief systems that are not supporting their outlines and goals. Some clients come to me after they've focused on wealth over health during their careers, or they simply want to feel more engaged and excited about what they are doing.

Some clients want to learn how to thrive, keep an authentic momentum, and not to suffer from fatigue or stress. They can be stuck in self-created confinements and are living a quiet life of desperation. But for the most part, I work with natural life enthusiasts who want to get better about the things they are doing. With a developed growth mindset, these clients know they can benefit from having an independent neutral advisor that is an expert in simplifying their paths through complexity.

**Q:** From your perspective, how can behavioral choices affect one's professional life?

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**A:** I usually start at the level of thought because your mind dictates how you are at work. I take it a few steps back. How one sees the world affects their reaction/action attitude. My goal is to make people understand that it's all interconnected and not mere coincidence.

Inherent behavioral choices and thought paradigms shift behavioral career paths negatively or positively. Who you are and how you show up for people in your life dictates how well you navigate your professional path. The work I do allows people to have a self-created identity. My practice brings a different level of awareness to clients to show them their behavioral choices in all parts of their lives and how these impact them both professionally and personally.

**Q:** Why is there a need for this particular type of work in the hedge fund and family office space?

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**A:** I typically work in a place where innovation meets opportunity. I love working with smart business professionals and entrepreneurs. Hedge fund managers, for instance, are always looking for value and growth opportunities in their portfolios. Especially in the hedge fund and family office space, the merit of investment and growth opportunities are evaluated by countless people every day. The people who invest in themselves and spend time learning how to infiltrate

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their own belief systems will ultimately have a professional competitive advantage over others who haven't by putting them at the top of their respective game both mentally, professionally, and personally.

**Q:** How can clients bring about meaningful change in the next stage of their careers?

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**A:** Everyone has a desire to do something meaningful. They want to feel like they matter. They want to do something that has an impact. What I try to do is uncover the driving force behind these motivations. I teach people to support all of the areas of their lives effectively, to be vibrant, and to “show up” for things. The next level in their career should be tied to something that they feel fully invested in.

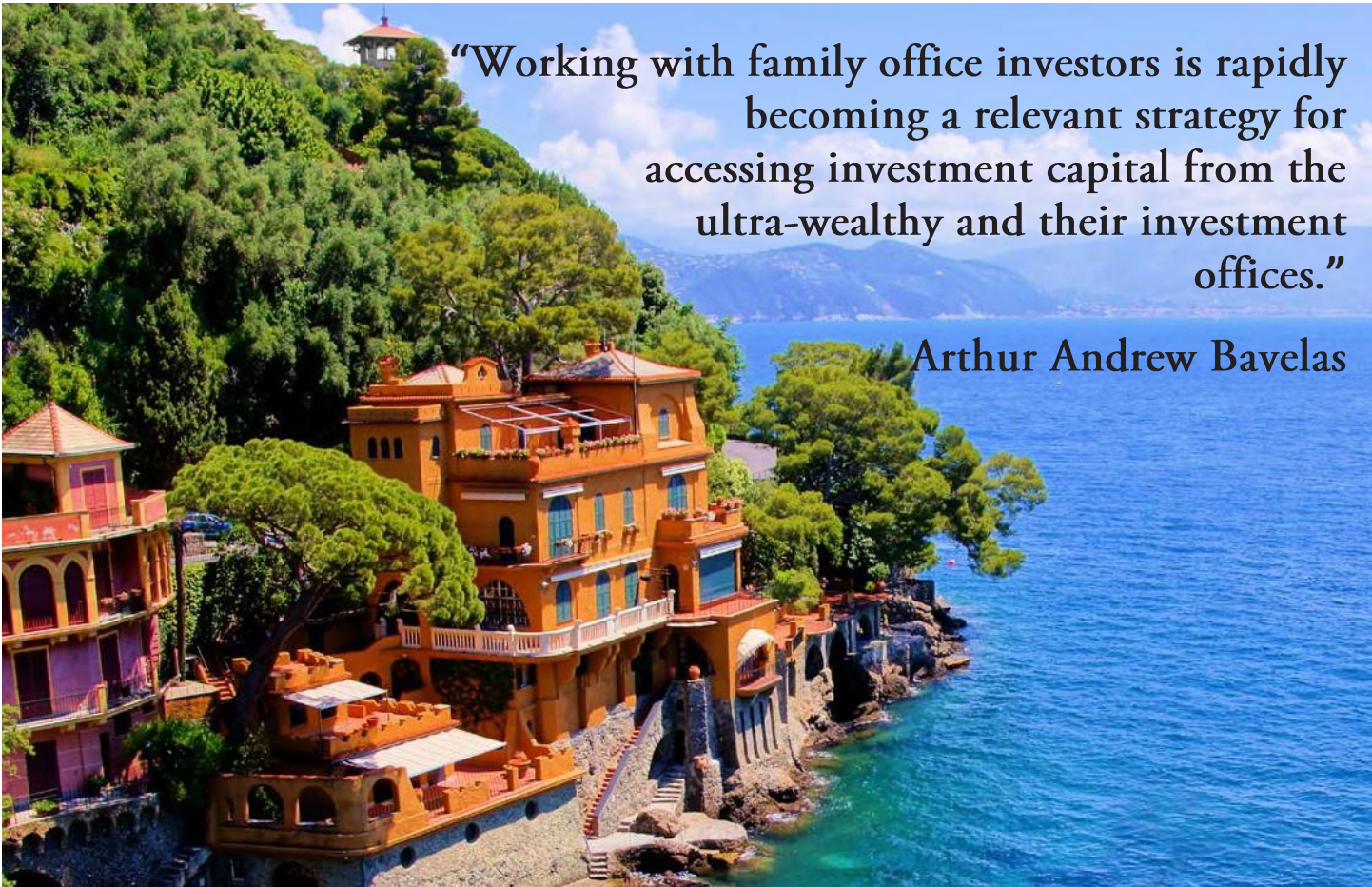


***Silvia Christmann***

*Silvia Christmann is a leading executive growth coach and advisor to organizations and individuals. She has previously grown successful startups across different verticals and has given individuals the opportunity to apply vital changes to their lives. For more information, please visit [www.silviachristmann.com](http://www.silviachristmann.com) or send an email to [silvia@silviachristmann.com](mailto:silvia@silviachristmann.com).*



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**“Working with family office investors is rapidly becoming a relevant strategy for accessing investment capital from the ultra-wealthy and their investment offices.”**

**Arthur Andrew Bavelas**