



# STREETWISE LEADERSHIP COACHING

*Created by Charles M. Henderson, Jr.*

***"It always seems impossible until it's done."***

~ Nelson Mandela

# WHY STREETWISE?

This is what differentiates my style of coaching from most others. By the time I reached the age of 19, I had been arrested four times in New York for drug-related crimes and sentenced to a short term in jail. After jail, I was sent away for two years to be rehabilitated for a heroin addiction. As difficult as these years were in my life, it was during these crucial years that I received an invaluable education in street-life and the practical skills necessary to survive it.

Free of addiction at the age of 21, I enrolled as a business student in a small local college where I did well enough to gain acceptance into Wharton's undergraduate program which led to a job on Wall Street. It was at this prestigious Ivy League institution, on Wall Street, and later at Harvard Business School, that I found myself coaching some of the smartest people in the world. They were "book-smart" but lacked some basic practical skills I call "street-smart," which I learned as a teenager. In fact, I was able to use these very skills to develop relationships with people who became my mentors helping me to successfully navigate my way through some of the world's most competitive academic and professional environments.

Although I did not call myself a coach at that time, upon reflection it's clear that's exactly what I was. I was able to draw upon my life experiences to help some of my new Ivy League friends and colleagues on Wall Street find solutions to relationship challenges. Today I help leaders do the same.

Streetwise Leadership Coaching is the result of an Ivy League education and teenage years spent surviving some of the most dangerous drug and crime infested streets of New York City. It is an approach to coaching that allows me to pass on my academic and street knowledge to help leaders achieve specific goals through more effective leadership of self and other. My approach has been enriched by working with leaders at all levels for over 25 years – keeping it value-driven, action-oriented and deeply connected to realities facing today's leaders.



# THREE PILLARS OF STREETWISE LEADERSHIP

Streetwise leadership coaching focuses on the mastery of three crucial leadership intelligences

## 1 EMOTIONAL INTELLIGENCE

Understanding self and managing emotions

## 2 SOCIAL INTELLIGENCE

Developing and managing relationships

## 3 RATIONAL INTELLIGENCE

Seeing things as they are and acting accordingly

Research shows that once these three crucial pillars of intelligence are mastered the leader's ability to get things done through others rises and positively impacts performance and results of subordinates. These pillars become the critical foundation upon which leaders rely to guide them through a range of leadership challenges – from taking the helm of a new division or family business to overcoming relationship challenges both personal and professional.

## GOAL OF THE COACHING

The primary focus of the coaching will be to support your growth and development as a leader and to help you reach whatever goals you have set out for yourself and your organization. The early stages of the coaching can also help to clarify which goals should be given priority over others.

## PROCESS

Once the overarching goal of the coaching is established, and the specific goal of the coaching session clarified, the coaching takes place over a 60 to 90-minute period of time. The coaching can be a combination of joint problem solving, teaching of relevant knowledge on the part of the coach, goal setting and follow-up on commitments made in previous coaching sessions.



## **EDUCATION**

### **The Wharton School, University of Pennsylvania**

Bachelor of Science degree in economics and finance  
Ranked #1 Undergraduate Business School, US News, Sept 2021

### **Harvard Graduate School of Business**

Master in Business Administration degree in general management  
Ranked #1 MBA in 2020, Financial Times