



[Tales from the Top](#)

By Graham Alexander

★★★★☆ (4.5 stars)

Buy this book if you:

- *Coach business leaders or people within a company*
- *Are an executive of a corporation*
- *Desire to be excellent at coaching leaders*

Graham Alexander is one of the most preeminent leaders in the business coaching realm. He has coached thousands of individuals in the corporate world into greater levels of success and achievement, many of them being CEO's and top leaders of fortune 100 and 500 companies. Alexander takes the reader on a journey through the experiences and lessons of his countless coaching sessions and what can be learned from them. Not everyone is a CEO, but by reading this book you will gain insight into what goes on inside the world of corporate leaders, how they were coached into solutions that greatly enhanced their effectiveness as leaders which benefitted the company as a whole.

What You Will Learn

The focus of *Tales From The Top* is on business coaching that enriches the personal life as well as the professional role of his clients. In his book, Alexander asks ten questions that are asked of individuals in real coaching sessions as to how they affect their lives.

1. What's life all about for you?
2. Who are you, and who do others say you are?
3. What's the point for you and your people?
4. What would happen if you did less?
5. What can only you do?
6. Would you do anything differently if you knew you only had a year to live?
7. If your people are your biggest asset, why don't they know who you are?
8. Who pays your salary, and why are you ignoring them?
9. Are you running your business, or is it running you?
10. So now how do you live your life differently, or is it business as usual?

Each one of these questions make up ten individual chapters that are the book. Inside each chapter Alexander takes the reader on a journey of real life examples of coaching sessions where these questions were asked and how the client benefited from them. Along with these main questions are "Million Dollar" questions that are also in each chapter that pertain to the theme that the reader is learning about. Examples of such questions would be "What areas of responsibility should you be delegating to others to maximize your productivity? Are you

spending time being busy or being productive? What unique value do you bring into the business and how do you and others perceive yourself and your intentions”?

Summary

Whether you are coaching the pastor of a church or the leader of a major corporation, *Tales From The Top* brings key insight into the mindsets of what drives some of the world’s most successful individuals and the leadership skills that are required of them. With a focus on business that brings to the plate foundational principles of truth that are transferable into all walks of life and not just business. This book is a must read for all coaches looking to grow in their ability to ask the right questions and for leaders looking to empower their organizations from within.

Reviewed by:

Daniel McHarness, Coach & Consultant

Daniel specializes in business and life coaching for direct sales and network marketing companies