



Executive Coaching



YOUR GOALS, ACHIEVED

“I had always ‘managed’ my company, but never felt like—or was viewed as—a true leader. WinningWays helped me develop a leadership style based on my strengths. The coaching has helped me empower my employees and provide a work environment in which everyone thrives. With increased confidence and the new skills I’ve learned **our sales have increased by over a million dollars in the past year. Thank you Winning Ways!”**

—Katie Scholes, CEO The Provider, Special Needs Bus Transportation

How do you manage change and motivate your employees? By becoming a strong leader. Studies show that one common trait among great leaders is the ability to set clear, measurable goals. That’s because goals articulate your meaning and purpose, and serve as a continuous source of motivation in your pursuit of organizational and individual success. Set clear goals for yourself and you’ll see dramatic changes in your success, your team’s success, and your organization’s growth.

But setting those goals by yourself is difficult. That’s why the most successful leaders in the most successful companies—the Fortune 500—participate in Executive Coaching programs.

- Fortune 100 executives found that coaching resulted in an ROI of almost six times the program cost. (From a Manchester Consulting Group study of Fortune 100 executives.)
- Executive coaching in Fortune 500 telecommunications companies resulted in a 529 percent ROI. (From a study by MetrixGlobal.)
- Productivity increased by 88 percent when coaching was combined with training (compared to a 22 percent increase with training alone). (From an International Personnel Management Association survey.)

The WinningWays Process

The WinningWays Executive Coaching Program is a structured, open-ended approach to personal and professional growth that emphasizes developing measurable goals. Our Executive Coaches are experienced in helping executives identify their goals, and customize the entire process to develop action steps specific to those goals.

Whether you want to increase revenue, develop new products and services, or improve employee retention, one fact is clear: to achieve new heights you must do things differently than you have in the past. The WinningWays Executive Coaching Program will give you the tools to do just that.

Critical Issues Covered

Clear goals help provide strong decision making and problem solving skills. Therefore, WinningWays focuses executive coaching on setting the right goals and developing a step-by-step guide to achieve them. You’ll learn to identify your strengths and position yourself to use those strengths to your benefit. Handling fear to do what you need to and motivating yourself to do what needs to be done is critical to your success, and is one of the key take aways. Effective communication techniques along with understanding how you communicate and how to communicate and relate effectively with others is targeted through behavioral assessments and experiential learning. You’ll learn the value of mistakes and how to get through obstacles to your success using improved time management methods for all areas of your professional and personal life.

Measurable Results

We believe in the power of tracking results, so we will help you develop matrices for the following key indicators of success:

- Increased revenue and profitability
- A clear focused direction
- Enhanced leadership
- Results oriented focus and attitude
- More control of your future, including more personal time and freedom

About WinningWays

Winning Ways, Inc. is a woman-owned firm focused on strategic planning, executive coaching and professional development in sales, leadership, and communication. Our company is built on the belief that helping you set the right goals and giving you the tools to achieve them is the key to your growth—whether its growing your business or improving your performance. Our goal is to help you create the right environment in which to reach your potential. Our executive sales coaches have owned multimillion dollar businesses, been top sales executives, and have achieved tremendous success in their professional and personal lives.