

Coaching will make the difference between employees reaching their potential as high performers or remaining stagnant. Unfortunately, most managers spend too much time focused just on their tasks and results. Coaching is the key to building the trust and connection with the people that will lead to 'breakthrough' performance at all levels of an organization.

Partial Client List

Air National Guard Alcon Labs Avaya BlueCross BlueShield Chicago Mercantile Exchange **CIBC Durham Police** Eli Lilly Federal Reserve Bank Franklin Templeton Investments GlaxoSmithKline Hannaford Grocers Intel Intercontinental Hotels **IRS** HBO Johnson & Johnson Level 3 Communications NASA - Johnson Space Center

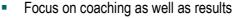
Nextel Northern Trust Novartis Sprint Pemco Insurance Pershing Pfizer Precor U.S. Army U.S. Probation Office Verizon VHA Surgeons Conference Wells Fargo

YMCA

The Power of Coaching program focuses first on building the skills and resources of an organization's management team by leveraging the science of emotional intelligence (EI), so that leaders start with leading by example. Managers are then provided with Elbased tools and techniques they can use to develop an environment of trust by connecting

more effectively with the key people on their teams. Ultimately, the Power of Coaching program will lead to greater performance of both managers and the people they lead.

Your management team will learn practical new skills to:



- Build connection with their team
- Foster a culture of trust
- Coach for breakthrough performance

"Corporations believe that coaching helps keep valuable employees, and that the dollar investment in it is far less than the cost of replacing an employee."

> - David A. Thomas, Fitzhugh Professor of Business Administration, **Harvard Business School**

Who is Bill Benjamin?

Bill understands the barriers preventing leaders from growing profits and nurturing a healthy corporate culture. Bill struggled early in his career as a leader. He applied the same EQ techniques he teaches, enabling him to engage his team members ultimately growing a computer software business from number ten in their industry to number one.

Bill takes a scientific approach to leadership, leveraging his advanced degrees in Mathematics and Computer Science to present the concept of managing emotions in a logical and practical way. Bill has presented to discerning audiences that include Surgeons, US Army Commanders and NASA Engineers Bill is now the CEO of the Institute for Health & Human Potential, a successful multi-national business, named one of the Fastest Growing Companies as part of PROFIT Magazine's 'Fast 100' ranking.

What audiences like about Bill is how genuine he is on stage, and his passion and enthusiasm for becoming a better leader.