



**Bill Benjamin**

# The Power of Coaching

## A COMPELLING TOOL FOR CHANGE

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 EI-based 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:

- Focus on coaching as well as results
- 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.