



Results Based Coaching

Clients who hire **Kathy Potts**, are looking to:

- improve the people skills of senior level staff
- improve the strategic thinking skills of senior level staff
- change/minimize derailing behaviors of senior leaders
- maximize leadership capabilities and resources
- improve working relationships among staff members
- increase appreciation & use of interpersonal styles
- decrease negative relationship impact on business
- retain key talent, due to frustrations with leadership

Kathy Potts – Behavioral Coach

Kathy@changereactionconsulting.com

Cell (813) 786-7226

What Results Can Coaching Achieve?

From a business standpoint, Kathy has helped her clients save time, money, and the talent needed to improve overall performance. Here are just a few examples of the outcomes clients have experienced as a result of being coachable:

Vice President Client – Staffing Industry

- From “meets” to “exceeds” expectations in 6 mos.
- Promoted from OVP to VP level based on behavior change and overall improved team performance
- From a statistically low employee engagement score, to “significantly improved” in 6 mos.
- From zero team members considered “ready for promotion” to 2 being promoted under this person’s leadership at the conclusion of the coaching

Director Level Client – Call Center Industry

- From “lowest performing leader” to “meets expectations” in 3 months
- From average employee ratings of “-3” on leadership abilities to “+2” in 3 months
- From “not a job fit” at beginning of coaching, to transition into new role in 3 months

Vice President – Retailing Industry

- CEO comments: “...Mr/s. needs to leave the organization...”; comments after 4 months “...Mr/s. is a great asset to this team...”
- Peer/Colleague perceptions at beginning of coaching “arrogant, demeaning, difficult to relate to”; after 4 months “much improved; actually listens now; a must have on our teams”
- Coaching supported promotion to greater responsibilities with increased bottom-line impacts to the company

Is Kathy Qualified to Coach You?

- Director or Organization/Development & Learning with \$2+ billion/yr organization
- Certified Marshall Goldsmith Coach
- CORE Map, MBTI, Situational Leadership, and PDI 360 Degree certified administrator
- Member or ASTD, OD Network (Nat'l & Orlando), National Speaker's Association (Nat'l & Central Fl.)
- Bachelor of Social Work Degree from USF

Get Results Now!

Click or Call: Kathy@changereactionconsulting.com or (813) 786-7226