

FOR IMMEDIATE RELEASE
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Executive Coaching Develops High Potential Leaders and a Big ROI

Albuquerque, NM – Having an executive coach pays off in better business results, improved communication skills, and better work-life balance, according to a recent survey and confirmed by executive coach Lenann McGookey Gardner.

A recent global survey of coaching clients by PriceWaterhouseCoopers, the International Coach Federation, and the Association Resource Centre confirms the value of executive coaching. The survey showed that the average return-on-investment for companies investing in executive coaching was seven times the initial investment. More than a quarter reported a ROI of 10 to 49 times on their investment in executive coaching.

“Executive coaching can help ambitious business leaders examine their realities clearly,” said Gardner. “If you’re bumping up against the same old patterns, the same disappointments, the same weaknesses in your thinking, your approach or your confidence, executive coaching can help you kick out the jams and achieve the results you imagine.”

Her insights are based on how things actually work in companies. Gardner utilizes proven models as well as her extensive experience as a successful corporate executive and consultant to dozens of executives worldwide. She draws from her experiences with business leaders who have met recent challenges, combined with best practices that have helped other professionals in comparable circumstances.

Gardner’s coaching starts by listening to the details about situations that most frustrate professionals, the most challenging parts of professional lives. She then helps “coachees” open up to new ways of thinking and acting.

A business coaching relationship can also translate directly into increased sales. Gardner offers a special, customized executive coaching service designed to address Sales Key Performance Indicators (KPIs) that can make the greatest improvement in an organization’s financial results.

Gardner uses a phone-based approach to coaching, in which participants speak at an agreed time. The first chat is two hours, followed by conversations of typically either one hour or a half hour. The program can be stopped at any time. Homework may be assigned if the “coachee” wants it. Gardner accepts email as situations evolve. Questions raised in email can be addressed via email or saved for discussion during the next telephone coaching session.

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Lenann McGookey Gardner provides professional coaching in leadership, communication, marketing, and business development skills. Over the last 18 years, she has worked with hundreds of professionals, including scientists, engineers, consultants, accountants, attorneys, and hospitality industry leaders, to hone new skills and generate millions of dollars in new business.

As a corporate executive, Gardner rose from an Associate Marketing Representative of a Fortune 100 company to Vice President of a major diversified corporation, mentoring and developing hundreds of subordinates along the way. She holds an M.B.A. from Harvard Business School and won a 2010 Top Performing CEO Award from *NM Business Weekly*. Learn more at <http://YouCanLeadCoaching.com>.

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