

Leadership Coaching

Proven Method for Bottom Line Results

The ROI of Coaching...

Survey respondents reported:

Even conservative estimates suggest ROI averaged nearly \$100,000 or 5.7 times the investment in coaching. Some estimates were as high as

\$1-5 million

28% reported ROI of **1000-5000%**

One out of Five reported an ROI of at least 5000%

median company return is **700%** or seven times the initial investment

When training is supported by coaching, learning retention

improves from **22% to 88%**

Coaching increases the value of every training investment **four-fold**

The Benefits of Coaching...

Survey respondents reported:



Increased Confidence: 80%



Team Effectiveness: 51%



Interpersonal Relationships: 73%



Communication Skills: 72%



Business Management: 61%



Xerox Corporation carried out several studies on coaching. They determined that in the absence of follow-up coaching to their training classes, **87%** of the skills change brought about by the program was lost. That's **87 cents in the skills dollar**.

Organizations with strong learning cultures outperform the competition



Innovation:

46% more likely to be the first to market



Quality:

26% greater ability to deliver quality products



Efficiency:

37% greater employee productivity



Agility:

58% more prepared to meet future demands



Market Share:

17% more likely to be the market leader

Sources:
Bersin & Associates, Building a Borderless Workplace, Copyright 2010 Bersin & Associates.
All Rights Reserved. Maximizing the impact of executive coaching, Coaching for Increased Profitability: by Merrill C. Anderson, Ph.D. MetrixGlobal (2003), 'ICF Global Coaching Client Study' by the International Coach Federation, Executive coaching as a transfer of training tool.

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