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:

- 46% more likely to be the first to market.
- 26% greater ability to deliver quality products.
- 37% greater employee productivity.
- 58% more prepared to meet future demands.
- 17% more likely to be the market leader.

Sources: