

Executive Coaching Snapshot



A.J. O'CONNOR

Our coaching practice was established more than 20 years ago and has grown and evolved to accommodate the everchanging business landscape and heightened leadership expectations.

We provide Executive Coaching across a broad range of industries with both national and international delivery capability. Following is a snapshot of services we've recently delivered.



Recent Outcomes*

Chief Executive Officer Non-Profit Sector

- Focused on the development and execution of a strategic plan to increase employee engagement
- Increased employee engagement scores directly improved business outcomes

Senior Vice President Life Sciences Industry

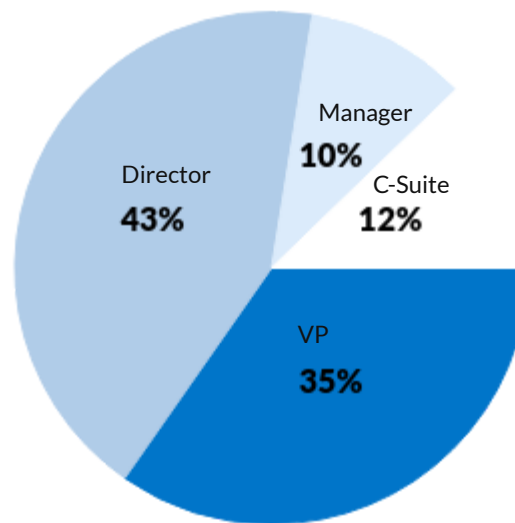
- Focused on strategic planning with a goal of launching a new global business unit
- Successful and timely execution of a multi-country deployment with highly satisfied stakeholders

Financial Controller Hospitality Industry

- Focused on development of decision making skills
- Realized bottom line savings of \$300,000 from team restructuring at \$60,000 for implementing 4 months ahead of schedule

* Outcomes will vary by individual and reflect personalized coaching plan as well as participant commitment

Executive Levels Coached



Top 10 Coaching Goals





Impact of Executive Coaching

AJO coaches are helping our leadership team transition to a *culture of engagement, empowerment and coaching*

- Client VP, Pharmaceutical Company

99% satisfaction rate among leaders receiving coaching

96% feel that they have become a more effective leader

94% feel that their coach challenged them to think differently

89% agree that their coaching experience had a tangible business outcome