

Other Companies Video Transcript

Jeri Quinn here.

Let me tell you another executive coaching story. This involves a midlevel manager in a large financial services firm. He's in charge of a small team and he wanted to position himself for a senior manager slot or perhaps for owning his own company some day.

We've been working together for six months on his leadership and management skills, his understanding of client loyalty and his ability to drive more sales through referrals. He started asking his CEO some big picture questions about the firm's vision and values right in the beginning and within 4 weeks got a promotion. He's gone through a lot of self assessment, challenged his own assumptions. He's learned to think bigger and take on the expanded mindset of higher level responsibility. He's increased the productivity of himself and his team through better team management, developing productivity reporting, goal setting, delegating and training his staff.

Currently, he's learning how important it is grow and leverage a network of professional contacts. There's a real marked development in his emotional maturity and self confidence, especially in high profile situations.

If you engaged in a similar process, could you be boosting your career just like he is?

Ask Yourself: I could use a coach **because** I want... and fill in your own blank. Then go to the ["Ask Jeri"](#) box on the side panel and tell me what you want. And then let's make it happen!

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