

# Strategic to Tactical Coaching & Speaking

## Testimonials for the Coaching Clinic Program



Strategic to  
Tactical  
Coaching  
[www.peterdeshane.com](http://www.peterdeshane.com)

*Be Your Purpose*

*Do Your Mission*

*Have Your Dreams*

"Our non-for profit organization has 30,000 + members and 30 office workers (with high turn over). I don't even know which seemed the more difficult task, interfacing with volunteers and coordinating their services or getting everyone in the office to start seeing the need for there to be more team work in our approach to things. Three of us from our organization attended, and since that time we have been meeting weekly to practice our coaching techniques and to help each other. In addition to that, we have been able to work together to teach what we have learned to others in the organization. I can't quite explain the difference but when I walk into the office now, I hear people saying things like "please" and "thank you," "How can I best help you?," and "What is the greatest priority at this time?" People just seem to be genuinely interested in working together for the first time since longer than I can remember. Since attending your clinic, our office has been functioning much more smoothly and have has actually been a fun place to work, full of energy and goodwill. And suddenly, working with the volunteers seems to be a much simpler task. They seem to be much more cooperative but I know that it is we, in the office, who have truly changed. We are able to ask for what we need and what we expect more clearly and there seem to be fewer misunderstandings and personality conflicts...and yet it is all the same people."

**Catherine Bartinik**  
**Training Coordinator**  
**US SAILING**

Introducing CCU to supervisory and managerial staff was as a fundamental skills refresher and enhancement to work towards a more useful performance management strategy. The coaching conversation model provides a usable tool for diverse situations. It works and builds confidence in the user and provides a basis of communication in which all parties are heard and understood. The initial feedback at the Assembly is enthusiastic."

**Marilyn Abraham**  
**Director Human Resources**  
**Ontario Legislative Assembly**

"The Coaching Clinic and Facilitator Licensing Programs are extremely effective in teaching the coaching skills required for individuals to immediately apply coaching in their work and personal environment and to bring coaching to corporations. The most powerful aspects of the program are the simplicity of the material, and the variety of ways used to deliver and reinforce the information. If you are looking to bring coaching to corporations, the clinic is a great place to start."

**Susan M. Valdiserri**  
**Sales and Competency Strategist, Coach and Facilitator**  
**IBM Sales Center of Excellence – High Performance Selling**

**CORPORATE  
COACH U**  
Coaching Clinic®  
**Licensed Facilitator**

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“The Coaching Clinic has become the cornerstone training program for our Professional Business Advisor (PBA) development program. CCU has trained over 150 MEP senior consultants who serve small manufacturers throughout the United States. The coaching skills learned enable our PBAs to build strategic relationships with the CEO and executive team, and support the client to develop their own strategic road map for enterprise-wide transformation. Corporate Coach University plays an integral role in expanding our impact on small manufacturers by developing strategic relationships with client executives.”

**Dan Pitkin**

**Strategic Management Services**

**National Institute of Standards & Technology, MEP**

“Our managers really learned from The Coaching Clinics about having a meaningful conversation with their staff. They have moved from thinking they [the manager] had to have an immediate answer, to getting the person they coach to come up with a solution or a path to a solution. Our managers really like coaching, and do it because they feel like it enhances their ability to get work done and accomplish meaningful things.”

**Tom Turner,**

**Vice President**

**O'Neal, Inc.**

“The Coaching Clinic has improved my perspective being an Abbott New Leader. I had some basic old style skills but lacked the overall knowledge. The class gave me structure, organization and more skills to work with. This will help me be more proactive working with my subordinates and helping them setup and achieve their performance excellence goals. I now know how to be a more flexible leader changing my management style to meet the current situations. Also not to forget acknowledge and celebrate. I enjoyed and recommend the very motivating clinic.”

**David Wong**

**Model Shop Manager**

**Abbot Labs**

“The Coaching Clinic was an on-going gift to me. Like any really good investment, it is paying a lot of interest and as I revisit the materials from time to time the capital continues to grow. I use the skills developed during the workshop not only in individual coaching/advising arrangements, but also in managing a work-team and in my personal relationships. I have greatly improved my ability to help individuals and teams get the best out of themselves and this has in turn been a significant benefit to the organization I work in.”

**Gerald Morton,**

**Manager, Research, Data Analysis, and Reporting**

**British Columbia Ministry of Education**

