## **Executive coaching** a solid investment

Whichever way you slice it, the response is clear — Coaching brings substantial financial returns

When estimated in the most conservative manner.

ROI averaged nearly

the investment in coaching. Some estimates were as high as \$1 million. \$5 million, or even

5 million



Almost one fifth indicated an ROI of at least

while a further 28% saw

an ROI of 1000-5000%.

The median company return is

indicating that typically a company can expect a return of seven times the initial investment.





## The benefits continue>



When executive coaching is used to supplement management training. productivity can

22% to 88%

improved selfconfidence.

Improvements reported by % of survey respondents



Business management



Communication skills

"somewhat" or "very" satisfied with the overall experience and 96% say they would repeat the process.

Team effectiveness

Interpersonal relationships

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

