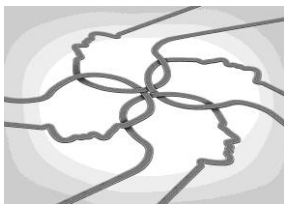


EMCC

European Mentoring &
Coaching Council



22nd Annual Mentoring and Coaching Conference

19-21 November 2015– Istanbul, Turkey

Building Business Engagement

Türkçe konuşanlar el kaldırırsın?

How Corporations Source Executive Coaches:

War Stories from the Trenches

COACHS**OURCE**TM

Executive Coaching Excellence

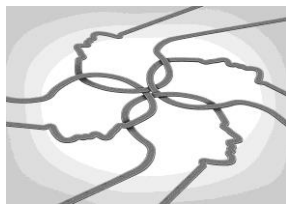
Brian Ömer Underhill, Ph.D.
CEO ve Kurucu Ortak
CoachSource, LLC

www.emccconference.org

EMCC

European Mentoring & Coaching Council

My Story...



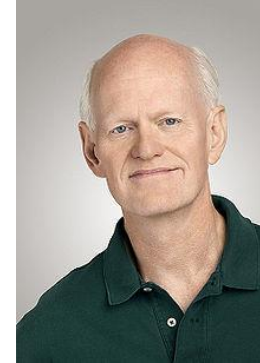
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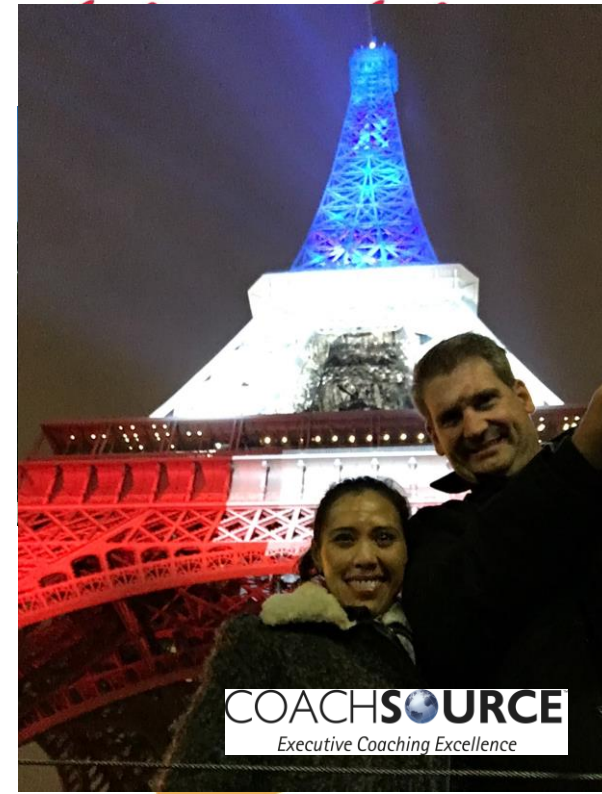
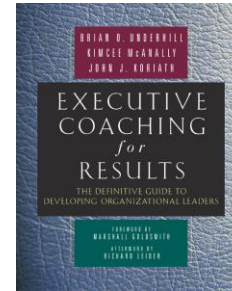
NORTEL
NETWORKS™



 Agilent Technologies

CoachSource

WORLD'S MOST EXPERIENCED LEADERSHIP COACHING COMPANY

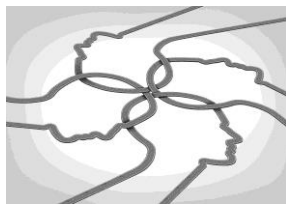


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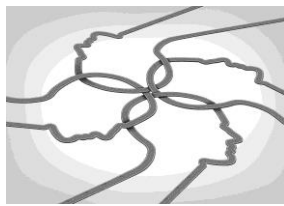
COACHSOURCE
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Who is Here Today?

- Executive coach
- Other type of coach

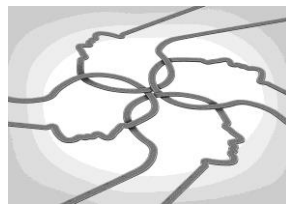
- Your company uses executive coaches
- Your company may soon start coaching



SOURCE

Discussion:

How are you most commonly located
as a coach?



How do ORGS find coaches?

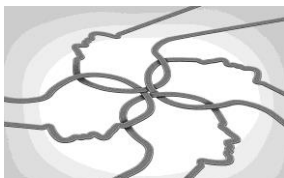
Web

Recommended by Other Orgs

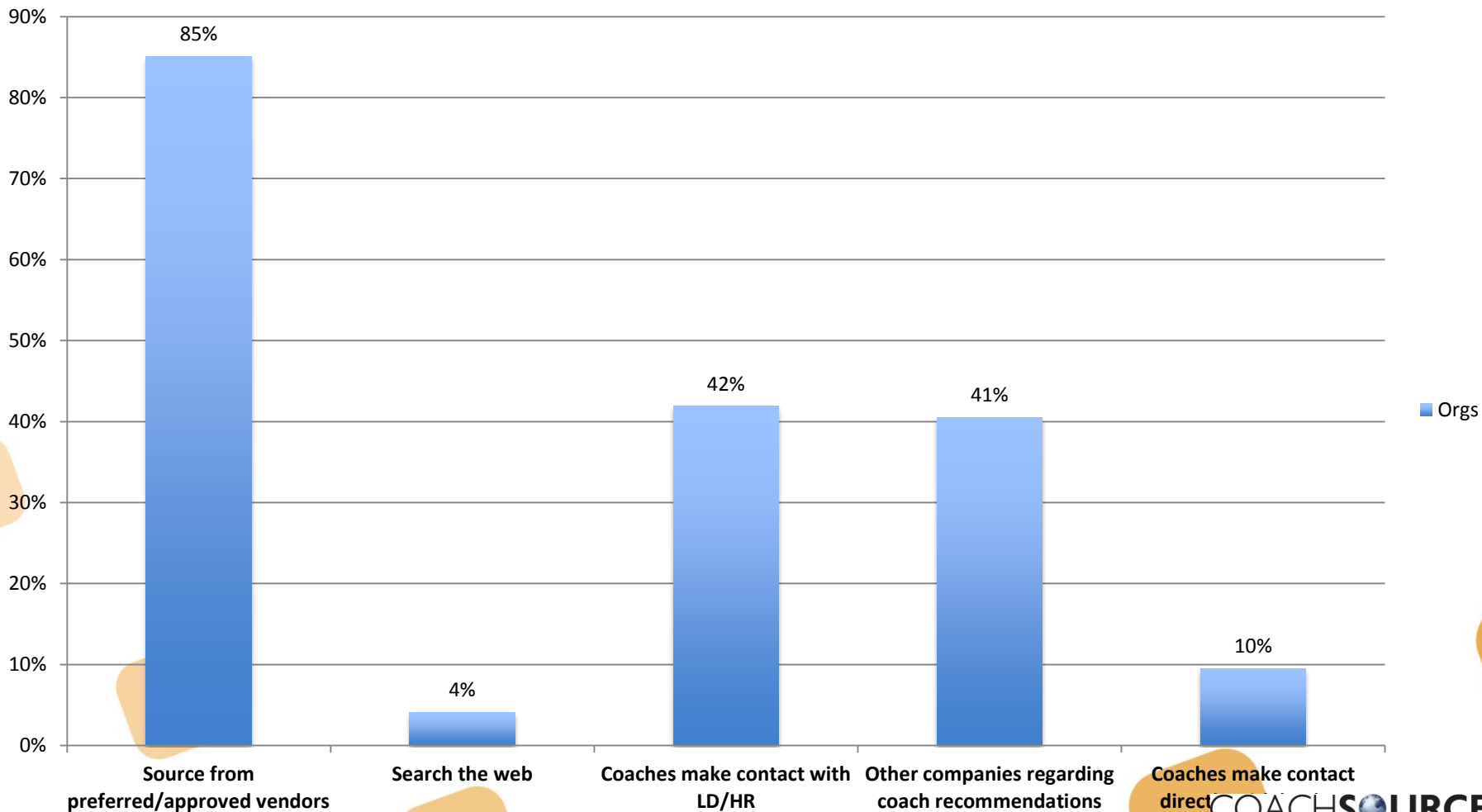
Coaches Contacting LD

Sourced from Current Vendors

Coaches Contacting Org Leaders

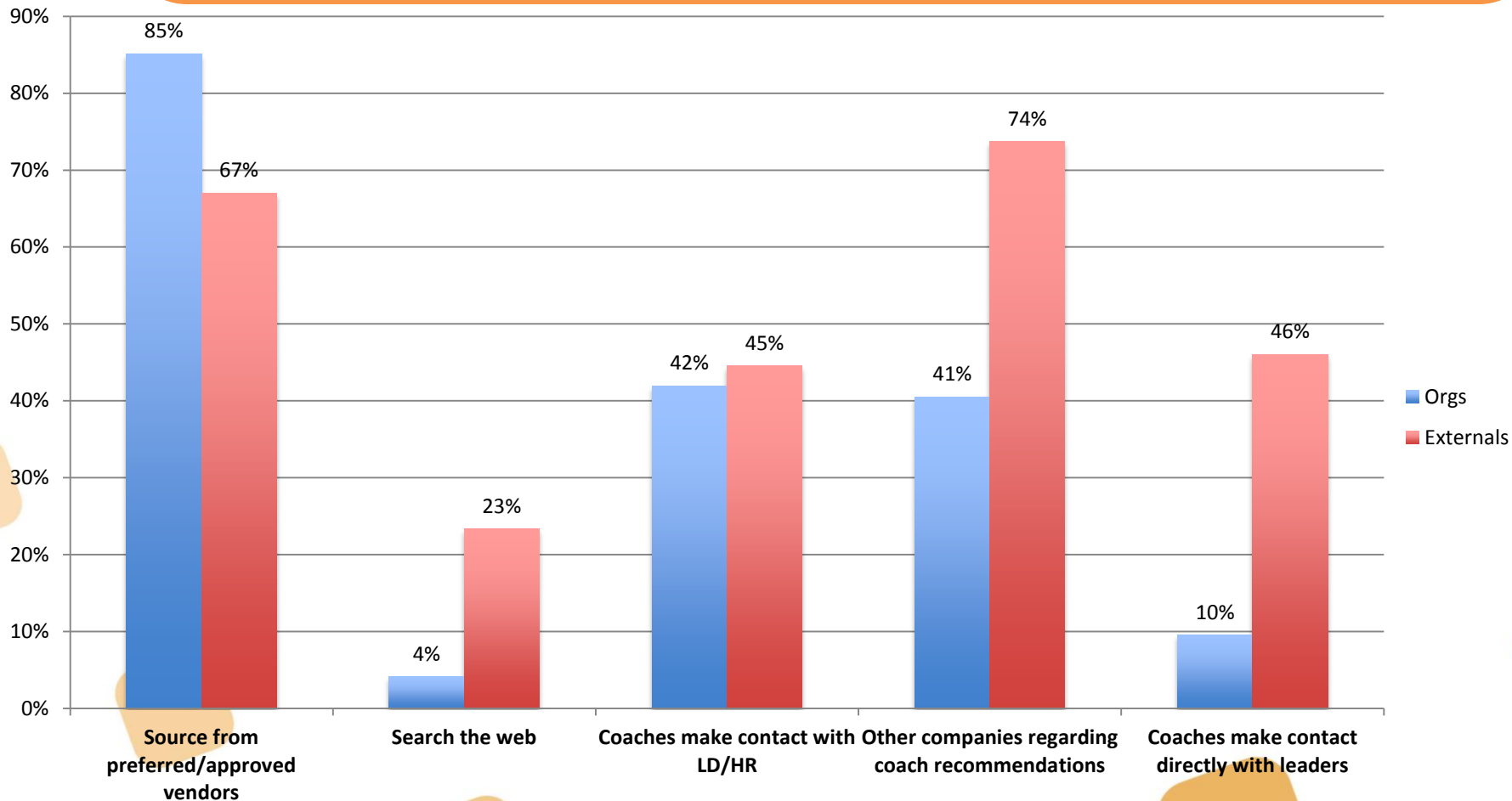


What the Research Said: ORGS v Coaches





What the Research Said: ORGS v Coaches





Where to be Seen?

Align with Multiple Providers

Writing / Speaking

Network, network, network

Pick a “sweet spot” specialty

**Move to Shanghai and learn
Mandarin**



Where coaches are fewer...



Origins of "Coach"





