



Business leaders often draw their motivation from inspiring coaches.

Great coaches have the ability to push their teams beyond what they think possible to achieve winning results – again and again. Coaches hold players accountable - whether the team wins or loses.

The fact is that employees who clearly understand expectations, and know they're accountable, enjoy a higher level of job satisfaction, stay longer, and produce better results.

Dean Savoca, M.Ed., BCC

Leader as Coach

MOVING YOUR TEAM TO WINNING RESULTS

It's about how you approach relationships and critical conversations with accountability that drives performance.

Based on the findings from more than 8000 coaching sessions with executives, managers and business owners, this session will reveal the mindset and tools to influence and lead effectively.

In This Session You Will:

- + Learn how to transform from a manager into a coach
- + Discover the key skills you need to be an effective coach
- + Learn the Six Master Steps of a coaching conversation

Dean Savoca, M.Ed., BCC, spent his early career in the hospitality industry as a Travel Director and Account Manager for Maritz for nine years, and as a general manager of a Colorado-based destination management company. Now a performance management and results expert, Dean works at the company and association level as a **keynote speaker** and **conference facilitator**; at the team and department level as a **management and sales trainer**; and at the individual executive level as an **executive coach**. Whatever the opportunity – conferences, sales training, leadership development or strategic planning – Dean guides people through processes that focus their attention on core issues, and rallies them to action, *often right there in the room*. **The result is a better bottom line** – boosted by improved performance, higher productivity, and more cohesive teamwork.

In addition to managing his national speaking schedule with his executive coaching practice, Dean is a member of the editorial advisory board for *Colorado Meeting + Events* magazine and the Director of Programs for the Meetings Industry Council (MIC) of Colorado. In 2014 – 2015, Dean was distinguished as a national “Best in Class” speaker by the Professional Convention Management Association. He served as the 2012-2013 President of the National Speakers Association – Colorado; the Chairman of the Cherry Creek Chamber of Commerce, Denver in 2009; and has served on the Board of Directors of Destination Colorado. Dean holds a Master’s Degree in Organizational Performance and Change and is a Board Certified Coach.