

LEAD LIKE A COACH

How to Develop and Lead a Rock Star Team

Getting to know your team members as people will speed and improve your leadership style and drive stellar results.

If you're a leader in the hospitality industry, you can confirm the fact that at least 65% of your time is spent dealing with people issues. Current industry trends like high turnover, sales vs. operations, and increasing customer demands put additional pressure and demands on you and your team. The pace is daunting. However ironic it sounds, sometimes slowing down can help managers bring out the best performance in their people and lead to better results. Possible? Absolutely. How?

A coaching approach to leadership, which leads to more cohesiveness, innovation, creativity and problem solving – giving you some of that 65% of your time back to focus on other things. Employees who clearly understand expectations -- and know they're accountable -- enjoy a higher level of job satisfaction, stay longer, and produce better results. Isn't that what we're all after?

- *explore how to transform yourself from a manager to a coach*
- *discover the key skills to becoming an effective coach*
- *learn the six steps required for a successful coaching conversation*



[Dean Savoca, M.Ed., BCC, CSP™](#) is *the* performance development partner for leaders who want highly-effective teams that are focused, aligned and inspired. Simply put, Dean helps leaders coach their people. A 25-year veteran of the meetings and events industry, Dean combines an early career in hospitality sales and operations with a Master's Degree in Organizational Performance and Change, and has spent the last 15 years speaking, training and coaching on leadership and development. He helps participants identify the core issues they face daily that impact performance development, people management and team alignment – 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. Dean is a board-certified coach and has conducted 10,000 executive coaching sessions. He is also a Certified Speaking Professional™, conferred by the National Speakers Association, and actively involved in several industry associations.