



Dean Savoca, M.Ed., BCC, CSP™

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LEADERSHIP DEVELOPMENT

Dean Savoca conducts leader development for managers and business leaders by training them to become great coaches.

The *Lead Like a Coach* curriculum is built around our model that trains managers on coaching presence; teaches them the top three core coaching skills; and walks them through the six-step coaching conversation process. The curriculum is customized based on your intended outcomes, company culture, and the current level/skillset of your leaders. Third party leadership development assessments are utilized. Content modules include *Introduction to Coaching*, *Know Thyself*, *Knowing Your Team Members*, *Establishing a Coaching Relationship*, *The 6 Master Steps to the Coaching Conversation*, and *Developing and Growing your Team*. Sessions can be conducted in an intensive leadership retreat or can be spread out over several weeks or months, depending on your needs.

Our leaders are so good at what they do, but they really didn't have a lot of leadership training. After working with Dean, they are empowered to connect on a deeper level with the people they manage. His delivery on sales leadership is engaging and spot on.

Annabel D Kyler, Talent Development
Inspirato

Dean has been a driving force in our leadership development training for 8 years. We'd be lost without him!

Dina Traskos, Chief Development Officer
Northwestern Mutual

The insights I gained from his program have helped me to be more productive and a better leader.

Pam Sherfesee, VP of Sales
Colorado Springs Convention & Visitors Bureau

Dean provided an excellent training course that was very targeted to our team. His material was interesting, he was engaging and provided us with new and usable techniques to increase sales.

Valerie Knorr, VP of Sales
St. Julien Hotel and Spa



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 people 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 more than 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.

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