



Executive Coaching – Help Yourself to Help Your People!



A Senior Partner of PDS Group, R. Lee Hammett has been an Executive Coach in the sales and sales management arenas for more than 28 years. Lee has developed a personal style and evidence-based approach techniques that senior

managers find memorable and easy to execute.

Senior level sales executives in numerous industries (Banking, IT, Pharma, and Telecom) have raved about Lee's ability to "boil the whole management thing" down to "revenue driving, people-oriented" interactions. Managers learn that they must do two things simultaneously:

1. Drive account success, and
2. Develop individual competencies.

Lee's clients learn early on that his style and command of behavioral change in leadership are demanding but fulfilling.

Lee has watched many of his clients climb the corporate ladder to become key sales leaders, which is the best evidence of his abilities as a personal coach.



Nick Anderson, a Senior Consultant for PDS Group, has led sales productivity projects since 1985. An essential ingredient for success has been Nick's ability to come along side senior managers

and sales leaders to ensure they develop commitment to coach their people long after a project's completion.

Executives naturally have second thoughts and find it difficult to "stay the course" when the going gets tough. Nick's ability to help them sort through the distractions to effective change and focus on their priorities sets him apart from many executive coaches.

Like Lee Hammett, Nick's ability to get to the core issues of driving revenue through people doing different things has "Raised the Bar" of effective executive coaching.

His style is penetrative - revealing what people don't know – the ultimate source of competitive vulnerability. Then, enabling real commitment for people take action to win.