

## Use Case

Coaching Subscription

Company Type: Insurance



## Our Partner

Meet Mike. Mike is a sales director for a national insurance carrier. This company has an amazing culture and employee base. When people are hired at this insurance carrier, they tend to never leave. Highly tenured employees are great, but sometimes that makes change difficult for experienced sales teams. There were a group of seven sales managers that really wanted to take their communication and presentation skills to the next level, but Mike didn't have the internal staff to help them level up.

## The Solution

Mike enrolled these seven individuals in CharismaQ subscription coaching for the year. These seven individuals received a baseline charisma evaluation, have regular 1:1 sessions with their coach and participate in quarterly team workshops. They each have their own customized development plan and their coach holds them accountable for achieving their goals.

## The Results

Based on their baseline charisma evaluation and their six month check-in, there is a remarkable difference in their ability to communicate more effectively. You can visibly measure the confidence, empathy, and authenticity they bring to customer interactions. Every one of the seven have reached their six month development goals including a promotion, a new role and exceeding submission goals.

As one member put it,

**“I have no words to describe the incredible impact this coaching had on my life.”**

## Does Your Sales Team Need More Charisma?

Contact CharismaQ at

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