

THE JASON WOMACK COMPANY.

The Jason Womack Company Client Success Story #2

Helping a Results-Focused Team of 30 Executives Find More Time for Critical Projects

Client Profile: A Fortune 100 Company in the Financial Services Industry

Confidentiality Note: It is the practice of this client to remain anonymous when disclosing details of consulting engagements.

Mastering Workplace Performance – Executive Coaching

This client of The Jason Womack Company is a Fortune 100 Financial Services Industry company based in New York. Jason Womack provided one-on-one workplace performance coaching for more than 30 members of the executive team.

Challenge

"In a day and age where we are bombarded with information, critical projects can become stalled by an ever-expanding list of things to do."

This is how one Fortune 100 company views the importance of effective workplace performance and productivity. A spokesperson from the company, who hired Jason Womack to work one-on-one with more than 30 senior-level executives, explains why, in this confidential client profile.

Working with Womack: A High-Performance Executive Team Achieves Even More

"Ours is a culture where everyone is expected to perform at a high-level," says the client. "Time is always at a premium, and Jason Womack helps our executives save a ton of time, it really comes down to that."

The client appreciates the customization and efficiency that's built into *Womack's Mastering Workplace Performance – Executive Coaching* program in the form of the pre-client survey.

"Every executive has different needs, different areas where they can improve how they work. Jason does the groundwork that's required so that when he comes in, people start seeing value very quickly," says the client.

Working with dozens of executives in this company, Womack sees all manner of individual working styles. During his one-on-one executive coaching engagements, Womack further adapts his individual coaching style, and content, to help each executive apply those workplace behaviors that are likely to have the greatest impact on his or her own performance.

Customizing in Real Time and Going the Distance

"Jason's ability to provide real-time customization of his workplace performance methodology is especially valuable for us," says the client. "It's a testament to Jason's depth of knowledge when it comes to individual learning styles," the client says.

"What's more, Jason's strategies are not surface-level tips and tricks, they are much more than that. Jason can 'go the distance,' with a very discerning executive. By that I mean, if an executive expresses an interest in learning more about a strategy, or a technology tool, for enhancing performance, Jason can answer questions, he can provide a wealth of information, he can even often provide reasoning from a psychological perspective on why certain workplace strategies work well and others don't."

Outcomes: Returning Time to People

The client says that when individuals across the executive team can make improvements to their productivity on the job, it serves to reduce stress in the workplace, and translates into more available time to execute on key projects.

"More than most people realize, personal productivity is an element where significant improvement across a team can have a direct impact on core work activities of the business. We continue to bring Jason in because the productivity gains he helps our executives achieve are critical to what we do here every day. It's the consensus here that Jason excels at returning time to people."

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