

# Do you have trouble getting your team to listen to you?

## MY STATS

- The managers I work with measurably improve team performance within 6 months, with significantly improved team cohesion and focus within 3 months.
- My clients show average emotional intelligence gains of 18% in six months, with some clients gaining as much as 60% improvement.
- My leadership clients are recognized with a promotion within an average of 12 months of coaching.

Relationships of trust are the basis for high performance. Trust can't be faked.

In this case study, see out how emotional intelligence helped a Fortune 500 leader improve relationships to advance his client's career.



# This client was stuck.

Well into a career at a Fortune 500 company, this client had moved around but not up. He came to me saying he had a reputation for being unapproachable. He claimed not to want the stress of more responsibility, while also expressing frustration about his lack of promotion.

## CASE STUDY 1

### EI assessment showed:

- 1.** High self-regard and emotional awareness. This client had a good emotional intelligence foundation.
- 2.** Below-average ability for emotional self-expression and high assertiveness. This imbalance was connected to a habit of judging others, explaining his reputation as unapproachable.
- 3.** Very high empathy out of balance with low ability to maintain mutually satisfying relationships. He sensed when others were put off and withdrew rather than engage in discussion.
- 4.** Poor decision making and low impulse control. He was often defensive about his inability to make a decision, leading to confrontations with others.



## Six months later, he was recognized as a leader and positioned for promotion.

He was two months away from an annual review and was told to expect a promotion. He had been given a mandate to hire two people and build his own team. Peers were seeking out his approval and guidance. He was taking on more responsibility and had less stress.

### CASE STUDY 1

## EI assessment now showed:

1. A 9-point rise in overall emotional intelligence moved him from average scores to leadership quality abilities.
2. A 22-point rise in emotional self-expression. He had significantly improved his ability to express his thoughts without offending others.
3. More balance between empathy and interpersonal relationships. He reported improved relationships at the office and at home.
4. Overall decision making had risen to leadership quality. He could balance competing priorities and find solutions. He felt comfortable engaging others in the decision-making process leading to increased cross-functional influence and greater collaborative actions.

**Do your team members listen to you?  
Does your boss perceive you as a trusted advisor?  
Are you looking to advance your career in the next 12 months?**

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Take 15-minutes to find out how emotional intelligence coaching can increase your performance.

[BOOK A FREE CONSULTATION NOW](#)

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