

A LARGE ENTERPRISE REAL ESTATE COMPANY SAW THE REAL-WORLD BENEFITS OF INSIDEOUT COACHING WITHIN THE FIRST MONTH

CHALLENGES

The business challenges that led the profiled company to evaluate and ultimately select InsideOut Development:

Top purchasing drivers for investing in InsideOut Development:

- More effective coaching by managers and leaders
- More consistent and meaningful career development dialogue
- Greater performance and communication through coaching conversations
- Creating a shared language for performance improvement
- Direct impact to bottom-line business objectives

USE CASE

The key features and functionalities of InsideOut Development that the surveyed company uses:

Departments that utilize InsideOut

Development methodologies/programs:

- Sales
- Accounting
- IT
- Marketing
- Customer Success
- Executive/Leadership Team
- Customer Service

How they measure coaching success at their organization:

- Decreased turnover
- Increased employee engagement survey scores

Company Profile

Company:

Real State Enterprise

Company Size:

Large Enterprise

Industry:

Real Estate

About InsideOut Development

InsideOut Development turns managers into leaders by making it easy to have effective coaching conversations that develop and focus people. Their coaching framework empowers coaches to align teams and spark ownership of outcomes.

Learn More:

 [InsideOut Development](#)



InsideOut Development takes a **complex and time-consuming skill of coaching and simplifies it.**



RESULTS

The surveyed company achieved the following results with InsideOut Development:

Key benefits realized since working with InsideOut Development:

Improved quality of performance management conversations



Experienced faster and more accurate decision-making



Realized an impact within the first month after implementing InsideOut Coaching.



Improvement realized in the following areas since working with InsideOut Development:

- Employee engagement
- Retention
- Specific team performance metrics
- Internal promotions
- Manager-employee conversations

Increased number of meaningful conversations between managers and employees

Agree that InsideOut Development is easily adaptable and delivers exceptional customer service to meet their organization's needs.

