

Quill Case Study

Sustainable success was achieved for Team & Senior Managers after implementing a leadership training program

The Challenge

- Team of 20 managers were promoted from within or had little to no previous management experience
- Lack of foundational leadership and coaching skills

Training Outcomes

- Created a 2-day leadership workshop for Team & Sr. Managers
- Taught foundational leadership skills including time management, effective communication, and delivering difficult messages
- Post-training 1:1 coaching was implemented



33%

Increase In Sales Reps Above
Quota Within 2 Months Of
Onsite Workshops

"We have seen more consistency between all the team managers on the floor with **communication**, **coaching**, and **sales results**. Everyone is marching to the same beat & expectations are very clear."

Jason K., Sales Manager