

GLOBAL 500 INSURANCE COMPANY INCREASED MANAGERIAL CONFIDENCE IN SALES LEADERS WITH INSIDEOUT DEVELOPMENT

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
- Greater performance and communication through coaching conversations
- Better success in building a coaching culture
- Creating a shared language for performance improvement

USE CASE

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

Departments that utilize InsideOut

Development methodologies/programs:

- Sales

How they measure coaching success at their organization:

- Improved managerial confidence
- Increased employee engagement survey scores
- Increased 1:1 consistency

Company Profile

Company:

Insurance Company

Company Size:

Global 500

Industry:

Insurance

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](#)

“ I like the simplicity of the model and think it’s very valuable for **managers and employees to help them focus their performance.** ”

RESULTS

The surveyed organization achieved the following results with InsideOut Development:

Key benefits realized since working with InsideOut Development:



Realized an impact within the first 1-3 months after implementing InsideOut Coaching.



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

Increased number of meaningful conversations between managers and employees



Improved employee engagement/satisfaction

Increased number of meaningful conversations between managers and employees



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

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

