

# MEDIUM ENTERPRISE MEDICAL SERVICES COMPANY SAW IMPROVEMENT IN ENGAGEMENT RETENTION WITH HELP FROM 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
- 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
- Accounting
- IT
- Marketing
- Customer Success
- Executive/Leadership Team
- Customer Service

### How they measure coaching success at their organization:

- Improved employee satisfaction
- Improved managerial confidence
- Increased employee engagement survey scores

## Company Profile

Company:

**Medical Services Company**

Company Size:

**Medium Enterprise**

Industry:

**Health Care**

## 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’s coaching model and tools drive key performance metrics for my team. ”

## 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



Improved comfort levels among managers and supervisors leading difficult conversations



Realized an impact immediately 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 goal achievement



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

