

INSURANCE COMPANY

Teams with coached leaders 7X their ability to close new business

A top insurance company struggling to close net-new business, with many junior employees, offered coaching to team leaders. Their personal growth drove outsized business impact:

+32%

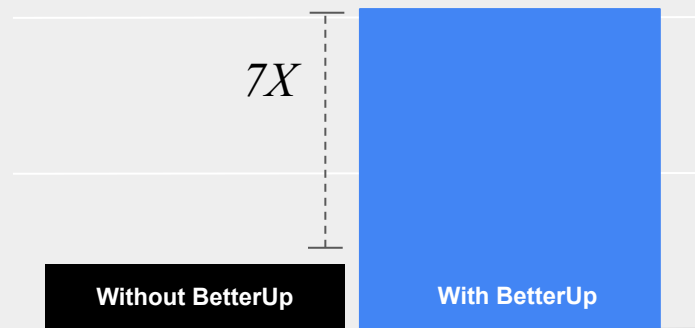
+23%

+18%

Stress Management

Problem Solving

Ability to motivate



Commission increase in closing
net-new business