



Press Release

For Immediate Release
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Free Performance Coaching Webinar: Stay in the Race for Success

Source Point Training announces a free webinar titled "Staying in the Race: A Case Study for Success." Attendees are invited to examine leadership principles with their own 'real-world' examples for open discussion with Master Coach Barbara Fagan and staff. Fagan comments on renewed urgency among employers to examine leadership principles in the face of new "shocking figures" that shows lost productivity from 'actively disengaged' employees has risen to about \$328 billion.

HEALDSBURG, CA, May 30, 2012 – Source Point Training (www.sourcepointtraining.com) today announced [a free webinar](#) Wednesday, June 6 at 6:00 pm (PST) that features interactive discussions with [Barbara Fagan](#), master coach and co-founder of Source Point Training. Webinar attendees will examine a case study of Source Point's work with LanLogic, Inc., and see how relationship management (versus people management) builds commitment, how attitude affects accountability and generates greater results and breakthroughs, and how competency is the key to 'staying in the race.'

Free Webinar: "Staying in the Race: A Case Study for Success"
[Register Here](#) to participate on Wednesday, June 6 at 6:00 pm (PST)

"We anticipate that quite a lot of people will be interested in this event," comments Fagan. "Especially in light of the shocking figures that I reported from the 2012 [ASTD](#) Conference (American Society for Training & Development) that shows lost productivity from 'actively disengaged' employees has risen to \$328 billion."

Fagan notes that the trend has worsened since the [New York Times reported last year](#) about a [Gallup-Healthways](#) survey showing 'actively disengaged' employees were costing American business about \$300 billion in lost productivity annually. "Employers must take notice that actual cost from lost productivity is getting worse," she comments. "This webinar will show that solving this ongoing and systemic problem isn't easy, but the solutions are within reach."

A 2011 American Management Association (AMA) survey observes that employers can increase productivity with a re-evaluation of their management models and abandoning simple lecture-style formats in favor of hands-on experiences and simulations. "Study after study shows that leadership training, like the programs offered by Source Point Training, brings these solutions to the forefront and can trigger major change that leads to success," says Fagan. "Many companies are advocates for simulations and 'learning games' that Source Point uses in its coaching program. That is why our leadership training with 10 weeks of coaching internalizes the skills and principles in a real environment in a very real way."

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TRAINING OPPORTUNITY: [Leadership Source: Lead with Purpose and Vision](#)**In Portland, OR**

July 13-14 and September 21-22, 2012 (Friday and Saturday)

One-on-One Coaching from July 14 through September 21

In Phoenix, AZ

October 12-13 and December 14-15, 2012 (Friday and Saturday)

One-on-One Coaching from October 13 through December 14

"I've been involved in coaching for 25 years, so I'm not surprised that more and more people have discovered professional coaching," she says. "Look at what coaching does for professional athletes - would any these top performers go without a coach? Pure and simple, professional coaching is THE model for success."

There is a strong case solidly in favor of professional coaching. A study by *PricewaterhouseCoopers* and *Association Resource Centre, Inc.* that shows companies using professional coaching reported a median return on investment of [seven times their initial investment](#). According to new research conducted by the *Chartered Institute of Personnel and Development* (CIPD) in London, UK, businesses can use coaching to create added value and maximize the performance of their employees. Another report from the *Aberdeen Group*, based in Boston, MA, reports that businesses that invest in employee training tend to reap the benefits in terms of improved engagement and retention levels.

"I have seen - first hand - the positive impact that professional coaching has on the people in organizations. When they engage our leadership coaching programs, the effect is almost immediate and retained long after the training is over," says Fagan. "We build competency and commitment to raise the bar of expectation. We're not just shooting for new experiences; we're hitting on the personal and natural desire for success."

Last year, Source Point Training published a case study about the work they did with Lanlogic, Inc. of Livermore, CA. "We were asked to interview and assess team commitment and accountability," Fagan Recalls. "Team members were becoming increasingly frustrated with the quality of the work of some of their peers. Once we began leadership training and coaching, they began to have a greater sense of purpose and accountability. They challenged each other and learned to give effective feedback. Over the course of the 6 months of training, they saw a 75% percent improvement at all levels of operations."

Marcus Solaria, the general manager of LanLogic, offered [a very detailed video testimonial](#) of the experience. "I was able to witness firsthand the transformation of our team with these techniques and skills. I've seen people really grow," says Solaria in the 4 minute video. "The coaching for me was absolutely key. I found the coaching wonderfully supportive in helping me grapple with issues that I've grappled with for nearly all my life."

Fagan explains, "Coaching allows people to take the lead in their life; at home, at work and with themselves. This is the only way that will create some sense of personal power and control. We have for several years coached and taught people the key elements of mastering change. For some of you reading this, it may sound familiar but I would invite you to consider these three areas of mastering change as it applies in your life today."

For more information, visit <http://www.sourcepointtraining.com/leadership-training/leadership-source/>, email admin(at)sourcepointtraining.com or call 800-217-5660 x101.

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