

Tim Hagen

President at Progress Coaching

cedarburg, WI, US

Building Results Through Coaching and Training
Reinforcement

Biography

Business coaching and adult education expert, Tim Hagen, has been in the consulting industry for more that 15 years. He specializes in helping organizations build employee coaching and training reinforcement programs. His Progress Coaching system, and Coaching Generator technology have revolutionized the idea of coaching and training reinforcement. His services focus on sustainable employee development and growth, leading to increased return on employee training investments. "Today's training world is in a tailspin. Outside trainers can NO longer be hired unless organization's and their managers own the development of their employees; otherwise, training simply fails. We helps organizations and their managers learn how to engage and build powerful coaching programs!"

Availability

Keynote, Panelist, Workshop, Author Appearance

Industry Expertise

Training and Development, Corporate Leadership, Corporate Training

Areas of Expertise

Training Reinforcement, Sales Coaching, Coaching

Affiliations

ASTD, Training Magazine Speaker

Sample Talks

Why Sales Training Fails and What To Do About It

This presentation looks at flawed delivery models of traditional sales training and why they are counter productive. The content provided reveals specific research, delivery models that actually work, and the primary role the sales manager / leader must play. Sales leaders must tie the delivery model to the sales team's actual real word challenges.

Why Your Organization Needs to Coach

Traditional training simply does not work unless its reinforced and more importantly followed up by management coaching. Studies clearly show managers need to be a part of their employee's development; otherwise, performance remains stagnate as does profitability and customer satisfaction. This presentation takes a look at the research of why coaching works, what really motivates employees to perform better, and what are the coaching approaches managers can utilize to drive better engagement.

Event Appearances

Why Coaching
Training2011

Coaching: Corporate America's #1 Weapon
Training 2013 Conference and Expo

Why Coaching Works: 12 Stories that Teach and Inspire
Training 2013 Conference and Expo

Keynote: Fortune 100 Company
National Sales Event

Education

University of Wisconsin -Milwaukee
BS Adult Eduaction & Training

Accomplishments

Coaching Generator Software Architect
I have develop the first coaching and training reinforcement software system specific to the needs of virtually any client.

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