

# ROI NOTION SUCCESS STORIES

## PERFORMANCE

“Coaching a GM to drill into a key performance opportunity within the business resulted in an increase of c£60k pa.”

8

Weeks

36x  
ROI

£996k  
combined  
financial benefit

“Reduction in operational cost, delivering 11% YOY Improvement.”

“Many small and large operational efficiencies have been realised with estimated +£2m savings.”

New Business Opportunities  
Retained Business  
Increased Revenue  
More Efficient Procedures

## LEADERSHIP

“One front-line manager reported savings of £250,000 as a direct result of one coaching conversation that unlocked a solution to an ongoing issue.”

4.8x  
ROI

£473k  
combined  
financial benefit

Clearer Communication and Stronger Negotiation

Shared Problem Solving

Improved Relationships and Stakeholder Management

Better Talent Management and Succession Planning

£2m  
combined  
financial benefit

99x  
ROI

“I can understand how some may see these results as too good to be true, but I suspect the true ROI is actually higher.”

## COACHING CULTURE

“Supply chain relations are now improved and more importantly the introduction of the 2nd tier is delivering real financial benefits of around £75k.”

37x  
ROI

Better Job Satisfaction  
Higher Levels of Engagement and Morale  
Improved Employee Retention  
Effective Handling of Employee Relations Issues

£5.9m  
combined  
financial benefit

“Operations Team solving their own issues relating to labour management – saved £4m YTD”

## PRODUCTIVITY

Accelerated Delivery of Projects

Reduced Wastage

Better Supply Chain Relationships

Improved Labour Management

“Wastage has reduced considerably in some businesses - a potential £12k.”

£2m  
combined  
financial benefit

“Accelerated projects delivered £100k earlier than planned.”

“I have used coaching to increase productivity across the plant.”

10x  
ROI

“Quicker delivery of a project into the business was worth £1m pa savings.”