

About Robert Hargrove and Masterful Coaching



**CEO and Entrepreneur,
Masterful Executive Coach,
World Renowned Author,
Thought Leader, Scholar**

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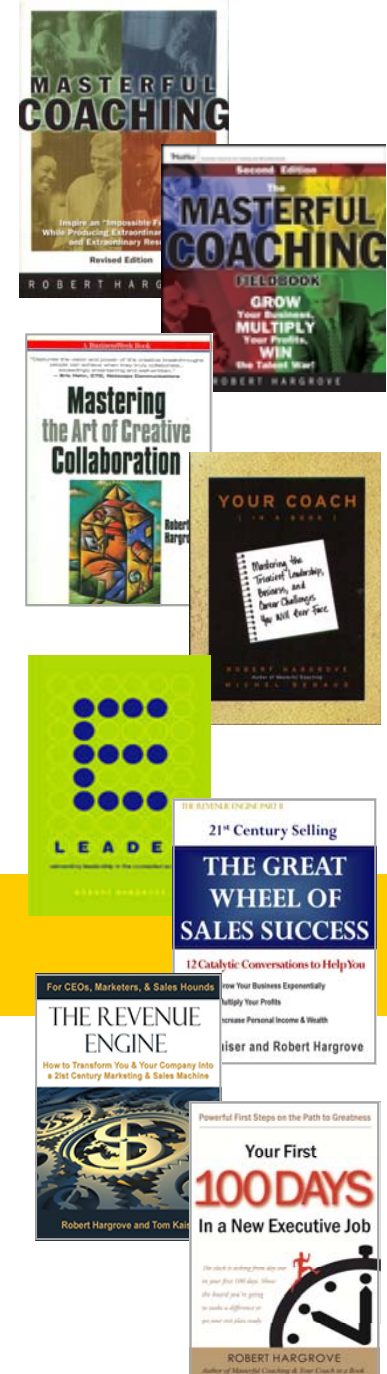
Robert Hargrove is a world-renowned, revolutionary thought leader in the field of talent development and coaching. His motto is *Better Leaders, Better World* and he believes that coaching leaders to achieve an Impossible Future is the fastest, most powerful way to achieve both.

Hargrove is the founder of Masterful Coaching Inc. and served as a Director of the Harvard Leadership Research Project. He has been awarded for Distinguished Public Service by the United States Government for his coaching work with political leaders.

Robert put coaching on the map with his landmark book *Masterful Coaching* a decade ago and now in its 3rd edition, inspiring people with his paradigm smashing idea that extraordinary leaders develop in the process of producing extraordinary results, not through abstract training programs.

► *I never would have become Undersecretary of Defense if it wasn't for Robert Hargrove's coaching. — John Young*

A dynamic public speaker, Hargrove leaves his audiences empowered: "Coaching is about inviting people to discover their own greatness in the process of realizing an Impossible Future and Winning in their Business." This is for many the ultimate self-development and growth experience.



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Some Clients

Adidas, Zurich Financial Services, Phillips, Novartis, ConocoPhillips, Toyota, Fidelity Investments, and many others.

Speeches

- Coaching is an Idea Whose Time Has Come
- From Leadership on High to The Leader as Coach
- Realizing an Impossible Future and Winning in Your Business

Programs

- CEO Executive Coaching
- CollabLab—*Innovative Solutions Environment*
- Team-Based Action Coaching
- Coaching Entrepreneurs

Publications

- *E Leader*, Basic Books
- *Your Coach in a Book*, Wiley
- *Masterful Coaching*, JosseyBass
- *Masterful Coaching Fieldbook*, JosseyBass
- *Mastering the Art of Creative Collaboration*, BW Books
- *Your First 100 Days*, MC Press
- *The Revenue Engine*, MC Press
- *The Great Wheel of Sales Success*, MC Press
- *CEO: How to Get Your Message Through*, MC Press
- *The Art of the Merger*, MC Press

Robert says that coaching is a new domain with the power to make traditional consulting and training irrelevant. It is not that these traditions aren't of value; it is that they are insufficient given the fact that... *"We are in a brawl without rules."*

► *Robert helped me realize an impossible future and win in my business.*

—Bill Scott, Chairman, Pioneer Oil

"When people get involved in a masterful coaching relationship, it is extraordinary," says one executive, "so extraordinary, it's unbelievable." Hargrove's clients have risen to such prominent positions as Under Secretary of Defense, the Chairman of the New York Stock Exchange, and European CEO of the Year.

The Masterful Coaching approach is one of the only methods which delivers real ROI. According to one client, "We pretty much stuck with the Masterful Coaching approach and it made the company hundreds of millions of dollars."

Today, with coaching a billion dollar industry, Hargrove's goal is to legitimize it as a distinct profession with standard operating principles and practices.

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