

# CASE STUDY

**THE COACHING AUTHORITY**



## Professional Development & Executive Coaching



### APPROACH

- Executive One-On-One Coaching
- Continuous evaluation, course correction and alignment to outpace competitor's strategy, execution and profit.
- Leverage comprehensive thought leadership, proven framework, practical tools and expert advisors in 7 key areas.

### AT A GLANCE

Davis Consulting was founded in 2005 in South Bend, IN. They specialize in Online Marketing, IT Consultations, Training and Virtual Presence Strategy. Davis Consulting aligns with their clients' internal key stakeholders to ensure the best fit and then its consulting and configuration team plans and deploys hardware implementations, migrations or even replacements. Their engineers have years of expertise and countless hardware deployments therefore reducing the worry of implementing new technologies or uplifting legacy devices. Davis Consulting has been supporting Apple and Macintosh users for over two decades now. They offer on-demand support for their clients' network and services at a reasonable rate.

### THE CHALLENGE

Davis Consulting, LLC was basically good but it also had a potential of being better and it is for that reason that Daniel Davis, CEO sought out The Coaching Authority to provide Individual Executive Coaching Services and assess some fundamentals of business to be focused on in order to achieve their goals.

### RESULTS/OUTCOMES

- **90% Revenue growth**
- **50% Increase in number of annual recurring agreements in consulting services**
- **Increased focus and accountability which in turn has led to improved market activity, more effective sales presentations, increase in clients and expanding services with the existing clients.**

### EXECUTIVE OBJECTIVES

- Build a growth roadmap for Davis Consulting
- Strengthen CEO, increase Owner Resilience thru leadership development
- Improve Cash Flow and Reserves
- Re-Position Strategy and Innovation of new Products/ Services
- Increase Customer Retention and Accelerate Payment
- Establish execution disciplines proven to accelerate growth and expansion

"A results coach, like Pat, is an expert who can help you clarify your goals. Through comprehensive goal-setting and examining your current procedures, a coach will help you hone in on unspoken goals, and cut down on efforts that aren't helping your objectives. I felt with each session, I had actionable steps to work on, that then increased the reach of my consulting business."

- CEO/Founder, Davis Consulting, LLC



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