



VOLTA

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THINK & WORK SMART: FOUNDERS RISE FROM  
MANAGERS TO LEADERS

## PIVOTAL COACHING

CHANGE • GROWTH • SUCCESS

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# VOLTA: FOUNDERS RISE FROM MANAGERS TO LEADERS.

## The Business Need

Volta, the centre of technology entrepreneurship in Atlantic Canada providing physical space and programs to help tech founders work, learn and network, was seeking to support revenue growth for busy CEOs through professional development.

Attracted to the Leading Growth Program for its combination of leadership and revenue-building, Volta engaged Pivotal Coaching in a working-relationship methodology, meaning participants were not told what to do but rather, the conversation was facilitated so they could get the answers themselves to achieve four outcomes:

- Grow revenue
- Define leadership brand
- Use leadership presence
- Sustain learning & development

*“If you ever question your leadership style and how you manage your team... this is perfect for you.”*

## The Action

Through workshops and 1:1 coaching with Pivotal Coaching’s Lisa W. Haydon, five CEOs participated in:

- Grow Yourself, Grow Your Business: moving from manager to leader by defining leadership style and potential.
- Leadership Skills Self-Assessment: participants learned their personality and how to apply it to their performance and team interaction using TAIS. and how to apply it to their performance and team interaction using **TAIS**.
- One-on-one Executive Coaching:
  - Delving into leadership style
  - Setting goals
  - Working on professional change and new habits
  - Developing leadership impact

# VOLTA: FOUNDERS RISE FROM MANAGERS TO LEADERS.

*“It was a critical point in our company: hiring on new leaders and setting our focus on growth. Pivotal Coaching came in and assessed me, helped me see my gaps, and coached me into positioning my team to succeed.”*

## The ROI

Volta participants achieved tangible results such as winning a pitch-off, signing contracts with significant stakeholders, and implementing accountability systems to build trust in their team.

- 100% agreed that they were going to work differently as a result of attending the workshops.
- 100% agreed that they see how their own leadership profile can grow their business.
- 50% rated 1:1 coaching 10/10; 50% rated it 9/10.

## THE ROI

*“It forced myself (an action motivated CEO) to stand back and focus on what leadership skills I have, which I am using correctly, not correctly and what I need to learn. Compared to just go-go-go, it forced me to think / work smart and not think / work hard.”*

~ CEO & FOUNDER

### ARE YOU READY FOR MORE RESULTS?

If you are ready to grow your business and leadership, contact Pivotal Coaching for a conversation about you and your goals.

[www.pivotalcoachingservices.com](http://www.pivotalcoachingservices.com)

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