



ROI of Leadership Coaching

Report for: **Catarina Client** **Coach:** **Coach Cary** **12/14/2023**

Overview

ROI (Return on Investment) reflects the profitability of an investment, in this case, the investment in coaching. This ROI of Coaching Report translates the benefits of coaching experienced by an individual into an objective indicator of financial value of coaching to the company. The ROI reflected in this report can help leaders make data-driven decisions about future investments in coaching, as they allocate resources to support leadership and team development.

What We Measured

In this exercise, we measured coaching costs as well as coaching impacts.

Costs included:

Amount the client paid for coaching services:
\$ 10,000

Time invested by the client and others:
\$4,676

Total Cost of Coaching

\$14,676

Financial impacts included:

Communications	\$6,336	Stress & Wellbeing	\$68,250
Strategic Thinking	\$7,500	Engagement	\$23,625
Skills & Capability	\$10,250	Retention	\$51,250
Work Efficiencies		Revenue	

Overall Impacts of Coaching

\$173,211

As a result, your Estimated Return on Investment = **1080%**



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In addition to the benefits captured by our metrics, the client noted:

My coach has helped me to navigate the complexities of a new role and rapidly changing targets and expectations. Before connecting with my coach, I was doubting my ability to be successful, losing sleep over the stressors of the position, and struggling to build rapport with my team. Through coaching, I've gained confidence in my vision, strategy, and the value I bring. I'm sleeping soundly, building strong relationships, seeing my team succeed, and enjoying the role.