

# Coaching Case Study

## ABOUT PEG & PETE

Peg is a coach who focuses on improving and leveraging people skills to achieve dramatic improvement in business results. She has spent the last twelve years helping busy executives to increase their effectiveness, and business owners to improve results with less effort. Peg develops very close relationships with her clients, and helps them to do the same with their employees. She is the winner of multiple global awards, and is a trainer of some of the best coaches in the world. Peg brings her competitive nature to work for your benefit every day!

Pete is passionate about finding others' strengths and helps leverage them to improve their business. He is a believer in refining business results by focusing on how we interact and communicate with other people. Although his direct professional experience is in manufacturing, he understands that in any business, as we help others succeed, our business will succeed. Pete and his business partner, Peg Buehrle, work with a variety of businesses across the country. Pete is an award-winning coach who has enjoyed helping others achieve their goals for the last 13 years.



PEG BUEHRLE & PETE MCDOWELL

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**Why did you decide to hire a business coach?**

"We had a group of new leadership mixed in with senior leaders. We felt the need to come together as one group and thought we needed someone to help facilitate that. We started working with Peg and Pete in 2008. We were coaching with them for awhile and when the economy took a downturn we stopped coaching. This was only because we didn't have the money, not because we didn't need the coaching. We wanted to bring them back and engage them in a different way when the economy got better. The first time around we used Peg & Pete to help increase sales. The second time was for team alignment."

**What were the biggest things you learned through this process?**

"We learned that creating team alignment with a 3rd party person is easier than doing it amongst a group who knows each other fairly well. Peg & Pete push us out of our comfort zone. It has helped us grow as a group. We enjoy having them there to correct our team when something isn't going right."

**What would you say to someone who is considering hiring a business coach?**

"Before working with a coach, ask the coach what they think the company might need. This will help the company prioritize their needs and may also bring to light problems they are unaware of. A coach can help keep the team accountable, can help with team alignment, and can help prioritize business needs. A coach teaches the leaders to work ON and not IN the business! But make sure to find a coach that fits the culture of your company. Make sure they understand your objectives."

"They are great to work with. They did a great job adapting to our company. They helped us grow and reach our goals. We would certainly suggest Peg and Pete."