



## **Marilyn Ann McGraw, Ph.D.**

### **Value Proposition:**

By incorporating *leadership by disruption* practices, asking the right questions, assessing improvement opportunities, and keeping track of effective and not-so-effective behaviors, Dr. Marilyn helps clients improve workplace performance and obtain new levels of personal satisfaction.

### **Benefits to the Individual:**

- Become inspired to achieve higher levels of professional achievement
- Improve personal and professional presence using the ability to effectively address and resolve complex team dynamics and communication issues
- Discover individual value-add proposition by focusing on finding meaning and wholeness
- Deal effectively with difficult people or situations
- Handle business social gatherings well
- Be more personable versus seeking results at any cost
- Communicate effectively and interestingly
- Learn to lead, not just manage people
- Influence upwards, persuade, and effect colleagues

### **Benefits to the Organization:**

- Gauge diverse capabilities among leadership in order to unify and align leaders' individual strengths to the organization's strategy
- Retain valuable employee resources through career support and growth opportunities
- Improve performance and efficiency by inciting enthusiasm and motivating a team towards greatness
- Lower costs by reducing ineffective strategies and duplication of efforts
- Save recruiting and replacement costs for employees who quit, or are terminated due to a lack of necessary business leadership soft skills
- Discover existing hidden value in people and groups in order to:
  - Sell more products and/or services
  - Enhance the company's net worth
  - Improve customer satisfaction
  - Generate return-on-investment
  - Reduce time to market

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