

Deliver Increased Sales and Retain Top Talent

THE CHALLENGE

The sales organization of a leading software-as-a-service company needed to drive aggressive growth. Management needed to motivate and inspire the teams and retain and nurture top performers. Aviv Consulting was asked to design a leadership program to boost morale and retain key managers.

WHAT WE DID

We developed the Emerald Keys program to teach a proven set of principles used by exceptionally successful people. We designed and delivered a series of Emerald Keys workshops for the executives, managers and the top performers.

RESULTS

Participants explored transformational ideas and practices that enabled them to dramatically improve effectiveness, versatility and communication. Our engagement was instrumental in helping the organization retain top performers and achieve dramatic sales growth.

“This experience was deeply impactful for me. Our team grew in strength, trust and relationships. My expectation is that significant changes in my life will be evident; both immediately and in the long term.”

**Stu Schmidt, Vice President, Professional Services
WebEx Communications, Inc**

“Aviv is trusted Advisor, Coach and Mentor. His leadership, strategy and team building seminars are outstanding and I highly recommend him.”

**David Berman, President of Sales and Services
WebEx Communications, Inc**



AVIV SHAHAR'S BIO

Founder of *Aviv Consulting*, Aviv Shahar is an international consultant, coach, author and featured speaker. He has extensive experience coaching executives and helping leaders improve their effectiveness, strategic thinking and collaboration. With clients in the UK, Holland, Germany, Spain, Canada, Mexico, Brazil, Singapore, India and the United States, Aviv's passion is to...

**work with outstanding leaders to
create dramatic new futures for people and organizations.**

For over 25 years, Aviv has specialized in helping executives and managers develop and realize their vision and purpose. Clients that compliment Aviv most often are executives deeply committed to transforming their business, and developing their people, particularly their brightest and most capable managers.

Mr. Shahar, known to many of his clients as The Collaboration and Innovation Catalyst, is a recognized expert in organizational transformation and leadership, strategy, and top talent development. Aviv helps leadership teams cultivate innovation, improve collaboration and develop radical trust and peak performance. His experience in coaching for high-performance in critical operations began as a fighter pilot responsible for training other fighter pilots in the Israeli Air Force.

Aviv Consulting is the preferred provider for private and public organizations committed to improvement, innovation and value creation. Aviv helps executives focus on their most precious resources and talent, and develop a purpose-inspired and contribution-based organization. His clients include leaders from Hewlett Packard, Procter & Gamble, Northrop Grumman Corporation, Xerox, Emeritus Assisted Living, Honeywell, Cisco Systems, Frito-Lay Inc., Kellogg's, WebEx Communications, Berkeley National Labs, Potlatch Corporation, Marvell, The Rockefeller University, the US Department of Interior and the US Department of Defense.

Aviv's articles have been published by the Pfeiffer Annuals, The AMA Best of the Best, T+D, and The Futurist. Aviv created the "Blue Belt" top-talent development programs and the acclaimed "Emerald Keys to Success." Aviv is a Member in The Million Dollar Consultant® Hall of Fame.

VISION AND MISSION

Our mission is to help outstanding leaders create dramatic new futures for people and organizations. We are passionate about sharing our ability to elicit exponentially bigger visions of your future than you had imagined, and helping you grow, develop and achieve the personal and organizational goals necessary to make it a reality.

Our vision is realized when the teams we work with are able to: create a radical level of trust, unify around an expansive vision, generate new opportunities, and unlock their creative and innovative powers to actualize their goals.

The first breakthrough in leadership is inside you, in your capacity to reframe your situation, create opportunities and lead from strength. Coaching and consulting with you throughout this developmental journey is our mastery and life's work.