



Client Stories of Courage & Innovation

Join me in celebrating the courage, personal accountability, and innovative spirit of the leaders who generously offered to share their story with you. We hope to see you here one day soon!

Clients Reported . . .

- More 'youthful' energy (feel like 10 years younger) with stronger drive, enhanced skills, and greater challenge with new growth potential.
- Increase in financial package from 15% to 100%.
- Relief from the continuous anxiety and fear about the uncertainty of the future.

Many leaders are stretched beyond capacity with the constant change in corporate direction, anxious about financial uncertainty, and overwhelmed with the increased complexity of their role.

By stepping out in a BIGGER way, these leaders moved beyond the common problems being experienced today:

- Eliminated the financial gap and uncertainty . . . that creates havoc on families and personal budgets during an unexpected downsizing.
- Noticed the opportunity clues . . . that used to feel like guesswork. It helped them advance to the next level.
- Uncovered what was keeping them STUCK . . . discovered the source and broke through unconscious roadblocks and put into play a higher vision that elevated their performance and often resulted in **more money, more meaning, and more fulfillment.**

I invite you to review the Client Stories below and begin to envision your **'impossible** to **possible'** story.

Gerrie Dresser, PCC

Executive Coach | Branding & Impact Expert

Who inspires Courageous Leaders and Innovative Companies to . . .

RE-IMAGINE . . . Magnify Vision, Amplify Influence, Unleash Potential

Schedule a Call "Impact Discovery Conversation" to explore how you can experience **more money, more meaning and more fulfillment.**

“Executive Feels Professionally Fulfilled, Experiences Best Work-Life Balance, and Estimates 100% Increase in Financial Compensation”



Abigail L. Jenkins, M.S.
CEO / Board Member / Catalyst
Global Biotech/Pharma Industry

“Before I started to work with Gerrie, I was frustrated with my role, struggling and highly stressed with the complex political dynamics that were challenging to manage.

I didn’t feel I was making significant organizational impact nor making significant progress toward my long-range executive leadership goals.

Results of my executive coaching with Gerrie include:

- Landed a more senior position which netted a 15% increase in my financial compensation package.
- Gained clarity about my value and articulated it with confidence and clarity.
- Laser focused the decision about my next career move to align with my growth in my executive leadership capabilities that stretched me out of my comfort zone to take on greater responsibility with complex problems to solve through higher level executive decision making.

I’m more connected with who I am, feel professionally fulfilled, am more present with my family, realized close to 100% increase in financial compensation, and my future is clear.”

“Manage More Complex Outcomes with Increased Executive Performance and Integrated Lifestyle”



Helen K. Edelberg, MD, MPH, FACP
CDER/FDA, Deputy Director of Safety, Office of New Drugs
20 years of Executive Leadership in Pharmaceutical Industry

“Before I started to work with Gerrie Dresser, I felt STUCK and needed to identify a path forward based on my own needs, values, and strengths.”

As a result of my work with Gerrie, I’ve strengthened my inner confidence, gained greater clarity and insight into my potential, and expanded the vision of my long-range career focus.

An unexpected benefit of coaching was the enhancement to my lifestyle, as it led to hiring a personal trainer/yoga instructor and practicing relaxation techniques. These have improved my work-life balance and leadership performance by enhancing my ability to manage more intense and complex outcomes.

Over the past years, I’ve navigated a series of adventures and challenging transitions that have allowed me to grow personally and professionally, with a considerable increase in salary.

Most importantly, I’ve developed a mindset in which I consider my executive development and career as a whole, integrated with my overall lifestyle.”

“Instead of dreading going to work, I can’t wait to get there every day.”



Janet Lentz, CPC, EPI-MP, Director of Quality/Quality Analyst, LCR Embedded Systems, Inc.

President, Janet Lentz & Associates, Career / Life Coach

“When I first started to work with Gerrie Dresser, I was frustrated with my career with no clarity around goals.

I held a management position at a global chemical company, and was promoted to lead a large, diverse work group. **Yet I was not happy.** I hired Gerrie to help me cope with my new responsibility and figure out a new career direction.

As a result of our work together, I’ve experienced transformational changes:

- Changed my career from a technical focus to employee development and initiated a pilot mentoring program in my division.
- Expanded the pilot program to a **global mentoring program**, and was asked to direct it at my site location.

Enrolled in a top-rated coaching school, received my professional coaching certification in December of 2011, and established a part-time coaching business.

Best of all, I am recognized as a valuable company asset and was offered a golden opportunity to re-design my job to my liking.

I now travel across the country to build stronger customer relationships, direct our mentoring program, and lead exciting continual improvement projects. Thanks to Gerrie I have never been happier or more fulfilled.”

“Revitalized and Refocused Senior Management”



Sheila Ireland, SPHR, M.S. | Deputy Secretary of Workforce Development

Office of Labor & Industry, Commonwealth of Pennsylvania /
Former HR Training Manager, City of Philadelphia, Philadelphia
Water Department

“For 5 years, Gerrie Dresser was one of the greatest single influencers on senior management at the City of Philadelphia, Philadelphia Water Department.”

Her work as our Leadership Coach helped our mid-career managers to revitalize, refocus and re-engage with their work. You could identify her clients from the positive shift in their behavior at work as they began to reconnect with their vision and passion.”

“Gained Significant Insights and Increased Opportunities for Success”



Coty Colquitt, MBA, Owner / Compass Leadership LLC,

Leadership Development Coaching & Consulting
Global Corporate Leadership experience in Executive Sales and
Advanced Sales Training in pharmaceutical industry

My experience with Gerrie was refreshing and made a difference in my career, both professionally & personally.

My coaching sessions with Gerrie provided significant insights and understanding about what I want to do in my career.

- She helped me truly understand my strengths, resulting in an increase in opportunities and laser focus on recognizing the type of work in which I excel and that energizes me.”

“Transformed Thinking and Increased Clarity, resulting in NEW Role that I enjoy and aligns with 3-5 Year Plan”



Tracy A. Wolski, MBA, PMP | Director
Biometrics Technology, Global Biopharmaceutical

“Before I started to work with Gerrie, I felt STUCK and sensed that something was missing. I wasn’t clear about the tools and techniques to discover either my strengths or needs vs. wants nor how to articulate my value.

Through my work with Gerrie, I gained clarity and awareness and laid out a life plan that clearly outlined the steps to achieve my goals. I expanded my understanding about my personal brand that reflected my strengths and the unique value that I contribute in both my personal and professional life.

As a result of our work together, I learned techniques that transformed my thinking and changed both my personal and professional life. My most significant outcomes include:

- Landed a new role that I really enjoy.
- Took strategic actions so that I’m well on my way to achieve all the goals I set out for myself.”

“Stopped feeling uncertain about the changes that happen around me and gained recognition for the value I contribute!”

Sandra J. Caddell, MBA, MLS, Senior Manager

Management of Data, Information &
Knowledge; Global Fortune 500 Pharma &
Financial Services Corporations



“I felt STUCK, uncertain and confused about my future, and lacked clarity about what I WANTED for my next step. This was fueled by uncertainty and continuous change in the organization.

Through executive coaching work with Gerrie, I redirected my career and aligned my future vision through enhanced decision making and a mindset shift. Key outcomes include:

Discovered my leadership style, strengthened my confidence and enhanced my capabilities to set priorities and advance my career.
Set goals that stretch me and keep me focused on what’s important.

As a result, doors have opened for me and I’ve gained recognition for my achievements and the value I bring to the organization.”

“Gained Confidence in Taking Risks, Increased Career Fulfillment, Promoted to Line Management”



Michelle Stets, Senior Manager
Solution Delivery Manager, Global Pharmaceutical Corporation

“I hired an executive coach to enhance and develop critical leadership capabilities to build more sustainability into my career strategy.

As a result of my work with Gerrie Dresser . . .

- I take risks that I would have avoided in the past, and adopted a strategic, 3-5 year view of my career plan.
- Initiated projects that demonstrate my expertise in strategic thinking, developing others, managing conflict, and driving performance.
- Landed 2 recent promotions to a line management role and designation as Finance Lead for my functional area.

The outcomes have had a positive impact on me, professionally and personally:

- I feel more fulfilled in my career with a plan for continued professional growth and development and experienced a 25% increase in my financial compensation package.
- Personally, I’ve affected more balance in my life by expanding my social network and establishing a consistent fitness routine.”

“Led Fragmented Team to High Performance Level”

Senior Executive, Fortune Healthcare IT Corporation

“Gerrie, as an internal team/leadership coach, led a fragmented company-wide team without clear direction to a goal-oriented, reputable, cohesive team through her dedication and expertise in high performance team engagement.”

“True Partnership and Genuine Interest with Results in Every Conversation”



Tim Cathers, MBA, Executive Leader

Supply Chain, Distribution, Logistics, Transportation Expert
Managing Director/Founder, Four Star Supply Chain
Solutions LLC, US Army, Mobility Warrant Officer

“Working with Gerrie was a true partnership and her genuine interest in the process and results came across in every conversation . . . she helped me to gain clarity and focus to my short- and long-term career goals . . . and how to leverage my strengths”.

“Executive’s Career Re-invention is Life Transforming”

L.W., Executive in Commercial, New Business & Operations

Pharmaceutical/Biotech Industry

“Although I had set a date to retire from big pharma and transition from a corporate executive role to something new, I hadn’t anticipated the timing of the company’s being acquired to parallel my transition plan.

Fortunately, I had already begun working with Gerrie Dresser to gain greater clarity and focus on my decision-making process.

She served as a thinking and strategy partner who helped me navigate the political dynamics of the acquisition, analyze the many diverse opportunities for my next career move, and maintain a calm and positive outlook.

The results of my work with Gerrie have been life transforming:

- Expanded insight and knowledge about my values, strengths, and factors that were essential to enjoy and excel at my next career.
- Consistent consulting practice that continues to grow through referrals.
- Time to enjoy my hobbies, contribute to not-for-profit organizations, travel extensively, and feel secure in my financial health.”

“Greater clarity and focus to my professional strengths . . . now celebrate my successes without coming across as bragging or exaggerated.”



Dawn Drummond-Wolfrom, Senior Management Consultant
Enterprise Business Analyst | Six Sigma Black Belt

“Gerrie Dresser’s coaching services help me to stand out by discovering my unique genius. She guided me through a self- evaluation process that brought clarity and focus to my professional strengths and career anchors.

With Gerrie’s open, friendly and enthusiastic personality, she helped me to celebrate successes without coming across as bragging or exaggerated. She is a wonderful resource to bounce ideas and concepts off of. Working with Gerrie is like having a window into your own world.”

“Shaped My Career and Applied Strengths to Maximize Results”



Fusun Sevgen, MBA | Senior Director, Market Access
Global Pharmaceutical Marketing
& Commercial Leader, Fortune 500 Corporation

“Gerrie’s unique approach has helped me not only to think about how I can shape my career in the future, but also, how to apply my strengths in the best way to my current roles to maximize results and fulfillment.

- Gerrie’s blend of industry, life experiences, and warm personality allow her to see the whole person, beyond career coaching.
- She has brought increased confidence and clarity about my life direction.”

“Greater Profitability and Less Time Spinning My Wheels”



Nancy Somers Dougherty, Esq.

Coldwell Bankers Preferred, Licensed / Preferred Real Estate Professional

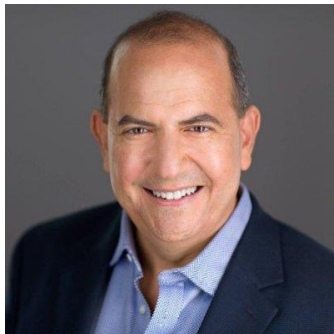
<https://www.linkedin.com/in/nancysomersdougherty/>

“Partnering with Gerrie to increase my business efficiency and bottom-line has been a great investment.

- Through Gerrie's solid systems, knowledge and experience, I was better able to define my target market, resulting in greater profitability and less time spent spinning my wheels.

My business is stronger, and I have an overall better life balance.”

“Consistently Works to Unleash Potential, Unblock Performance ... STOP Reading and RUN to Hire Her Genius”



David Newman, Founder & CEO, Do It! Marketing

<http://www.doitmarketing.com>

“Gerrie Dresser is like a Swiss Army knife - versatile, valuable, and in the right circumstances, having her in your pocket might even save your life - or that of your organization!

As a skilled executive coach and a wonderful presenter, Gerrie consistently works to unleash potential, unblock performance, and create a path and a plan for your personal and professional success.

If you or your group has a chance to work with Gerrie, STOP reading and RUN, don't walk, to hire her genius.”

“Practical Advice and Candid Insight during a Career Change and Navigating a High Stress Corporate Transition... Result, Increased Fulfillment”



**Mindy Long Elmer, Regional Vice President,
Innovative Consulting Group**

“Gerrie is a passionate career strategist and I highly recommend her coaching to anyone who is looking to make a career change or to experience more fulfillment in your current position.

Gerrie gave me practical input to work through the process of switching companies and was instrumental in helping me manage the stress of transition and mapping out a plan for my ‘encore’ career.

Throughout the entire process, she was right there for me - extremely responsive and supportive.”

“Leader Gains Clarity, Enhances Strategic Leadership, and Excels at Playing a BIGGER Game!”

S.O., Director | Enterprise Infrastructure, Global Corporation

“Before I hired Gerrie Dresser as my leadership / branding coach, I felt STUCK and unfulfilled in my career. I had hit a plateau and needed help with focus, direction, and insight.

- Gerrie was the catalyst for me to play ‘big’ and not ‘small’, do more and go farther than I thought I could on my own, increase my awareness of my blind spots, and learn how to differentiate myself.

By discovering my personal brand and developing my brand story, I gained greater confidence in articulating my distinctive **VALUE** and focused my search on a new opportunity that aligned with my strengths.

- Within 6 months, I landed a job that I excel in and enjoy that aligns with my strengths.

My success was definitely due to the clarity I got from working with Gerrie. As a result, I am more strategic in my leadership role and proactive in managing my career.”

“Senior Leader On Fast Track to Executive Team with Fortune 100 Company . . . simultaneously achieved personal and advancement goals after being passed over for promotion 3 times!”

B.L., Talent Acquisition Leader for Global Fortune 100 Corporation

A senior leader, who was a key player with the company throughout his career. He was frustrated because promotions that were promised 3 times in 2 years were postponed because of management changes.

He recently reported . . . "This month marks the anniversary of our first coaching session, and I have good news to report. I have had several accomplishments over the past year, thanks to your help in keeping me focused and aligned with my longer-term goals:

- I landed a new job that is a great match for my interests and skill set . . . it really taps into my strengths!
- I acquired two income properties with both showing a profit next month; successfully completed sports instructor certification and was recognized as Volunteer of the Year by a national not-for-profit organization."

“Identified and solidified goals . . . and achieved them!”



Beth Harte, Director Marketing, Social Media, Communications
Global Corporations in Technology, Technology Recovery,
Utilities & Communication, Digital Media Agency

“Gerrie's coaching style is professional and invigorating. Gerrie helped me to identify and solidify my goals...and, more importantly, move forward with them!

- Gerrie has both corporate and coaching experience which really helps her to understand multiple situations and provide rock-solid career advice that is actionable immediately.

I highly recommend Gerrie to anyone who is serious about proactively achieving their goals-you will achieve them!”