

Jonathan Flaks Coaching Associates, Inc.

Exciting Results

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Jonathan Flaks, a Master Certified Coach (M.C.C.), is a pioneer of the executive coaching movement having been in the profession since 1998. He has facilitated hundreds of individual and team breakthroughs at companies ranging from entrepreneurial ventures and middle-market corporations to global organizations. He has a solid track record for empowering growth-oriented leadership, enhancing high-performance teamwork and repairing challenged relationships.



Jonathan draws from a diverse 30-year business communication and consulting background spanning advertising, brand licensing, media and entertainment and investor relations. He published two works: ***Income Double - Half the Trouble***, and ***Who Are You, Inc., - Bring Out Your Best In Business***.

His proprietary process helps business clients generate exciting culture transformations and revenue and profit growth ranging from 20%-300%. His individual clients achieve breakthroughs in time management, increased income, sustainable confidence and career satisfaction. He is licenced and certified BANKCODE trainer and proficient with the Genos Emotional Intelligence 360 profile, DiSC and Team Dimensions Profile assessments.

Jonathan earned a dual degree from Cornell University and was Adjunct Professor in Business Leadership and Coaching Skills for New York University. He is one of the first 1% of coaches worldwide who earned the M.C.C. credential from the International Coach Federation. For six years he was Vice-President on the Board of the *Association for Corporate Growth* (ACG-NY) a leading network of middle-market private equity executives, investment bankers, lenders and advisors.

Jonathan races sail boats, plays tennis, bikes and is a skilled keyboard player, previously as organist for the New York Rangers at Madison Square Garden.

His guiding philosophy: Confidence, clear communication and exciting collaborations lead to outstanding performance.

Clients have included leaders from:

A + E Network	Harris Jewelry	Natural Markets Food Group
Alvarez and Marsal	Honeywell	Riverkeeper
BMG Entertainment	HT Capital	The Riverside Company
Cisco Systems	IBM	Strategies for Wealth
Cornell University	Kohl Construction Group	Taglich Private Equity
Credit Suisse	KPMG	The NBA
Dean Foods / Garelick Farms	LEGOLAND	The Riverside Company
Disney	McCarter & English	United Nations
Goldman Sachs	Merrill Lynch	Viacom
Goya Foods	Morgan Stanley	Wells Fargo
	Mrs. Green's	

Representative Assignments

THE CLIENT: Senior Vice-President of a wealth management firm.

THE NEED: This client's team had hit a plateau in new client acquisition and revenues and needed a breakthrough in growth.

THE RESULT: By re-evaluating, reforming and replacing some key relationships, the SVP increased production by 80% in two years. The lead executive enjoyed more time with family and friends.

THE CLIENT: CEOs of a tri-state commercial real-estate development and construction management firm.

THE NEED: The CEO was finding that his partner, an older brother, was undermining his capability, his authority and his leadership.

THE RESULT: By exposing the risks to continuing this behavior, the older brother allowed the CEO to do his job, the partnership flourished and the company tripled in size. Culture enhancing activities made them more productive and attractive for recruiting.

THE CLIENT: Managing Director of a boutique investment banking firm.

THE NEED: The MD was stagnating and needed a new view to be effective.

THE RESULT: By reframing his attitude and motivation, he made work more fun and played to win. He immediately uncovered two deals in two weeks that would otherwise have taken several months to find.

THE CLIENT: Chief Financial Officer of a global private equity firm.

THE NEED: This highly valued finance professional was not providing reports in a timely, visually clarifying and strategically useful format, and was rough around the edges in his treatment of his peers, supervisors and direct reports.

THE RESULT: The CFO now honors timelines, provides well-designed reports and fosters a culture of collaboration and respect. He attracted fresh talent for his team, and they have been implementing new solutions to integrate and deliver key financial information. He has upgraded the flow of relevant communication with the COO and other departments and has been acknowledged by the CEO as having spearheaded highly valuable ideas.

THE CLIENT: President / Co-owner of a Security Systems Company.

THE NEED: This husband and wife team said that they had lots of potential referral sources from collaborative field contractors and satisfied customers, but they did nothing about it. Meanwhile, customer service officers had significant down time between calls.

THE RESULT: Through training and motivating the customer service team to make outgoing calls, the company uncovered several new business opportunities.

THE CLIENT: Partner in Finance and Administration of a global branding subsidiary of one of the Big Four consulting firms.

THE NEED: This COO hopeful needed to be more strategic in meetings with upper management and firm partners while also being a better manager of his staff.

THE RESULT: With a primary focus on strategic conversations, and more collaborative management of his staff, he developed more useful information for all stakeholders. He has chaired meetings previously led by the COO, is collaborating on new projects with partners and generating strategic solutions.

THE CLIENT: A leading non-profit environmental advocate agency.

THE NEED: The CFO of the organization needed to speak up and be more confident at company meetings and one-on-one interactions.

THE RESULT: Within one month, a complete shift in confidence led to a new outgoing personality and clarity of reports and questions in all meetings.

THE CLIENT: VP Sales and Sale Manager for Leading Distributor of Beauty School supplies.

THE NEED: The company had to deal with a supply market price increase without giving up too much margin or not losing clients to competitors who were absorbing the price increases.

THE RESULT: The sales team enhanced relationships with customers and reorganized the student kits to provide greater value to each customer with no overall kit price increase. Revenue went up 5% rather than down, with NO margin erosion.