

# CASE STUDY

## Development Director Accelerates New Hire Acclimation for Faster Key Decision-Maker Buy-In



Featuring Sherri, Development Director of Nonprofit

### ■ THE CHALLENGE:

As the Development Director for a growing non-profit organization, Sherri had to integrate into an established core team with different leadership styles and personality types. The added complexity of limited resources, a need for more strategic planning, and diverse personality styles caused frustration and bottlenecks when it came to creating buy-in for key growth opportunities.

### ▲ THE SOLUTION:

- ✓ Complete our proprietary Influence Assessment to get a baseline on where Sherri was performing as an organizational leader.
- ✓ Participate in a 1:1 VIP Impact Playbook Experience with coaching on her current situations and experiences. This included building her strategic influence plan, reviewed and challenged limiting beliefs, and rebuilt her perspective on decision-making paradigms.
- ✓ Follow self-paced learning modules with executive coaching to accentuate the learning experience for more effective application.

### ◆ THE RESULTS:

- Created true connection with key decision-makers in her organization because she changed her communication style based on leadership needs.
- Managed her time more effectively with intention, better preparation, and greater clarity.
- Upleveled her inner narrative about her colleagues to foster a healthier perspective on work.

### ○ TESTIMONIAL

"The way the exercises were positioned by RLD Group made me feel like I'm not alone. To me, that was almost just as valuable because so many times you think it's just you. It's powerful to realize, "Oh wow, somebody's been in that situation too." I've already referred RLD Group to a couple of different people because there's such a need for what they offer."

- Sherri

Disclaimer: These documented results of this case study are intended to illustrate the potential results of solutions offered by RLD Group, LLC and cannot be a guarantee of future results.