

# CAPABILITY STATEMENT

## Pottinger and Associates Consulting

📍 2035 Maple Ridge Dr., Zellwood, FL 32798

### ABOUT US

Unlock your organization's full potential with Pottinger and Associates Consulting. Our customized organizational development solutions are designed to elevate team performance and drive results. With our tailored solutions, we help you seamlessly align your people strategy with your business strategy, ensuring every leader and team member contributes to your success. When you partner with us, you gain access to powerful insights to:

- Attract and retain top talent
- Conquer employee engagement challenges
- Cultivate leadership at every level of your organization
- Equip managers with the tools they need to excel
- Create a culture that stimulates growth and high performance results

### CORE COMPETENCIES

- Leadership Development Training
- Keynote Speaking
- Team Building Workshops
- Offsite Retreats
- Hiring Tools
- Performance Management
- Employee Engagement Surveys
- Cognitive Assessments
- One-on-one Coaching
- Executive Coaching
- Management Development
- Sales Team Training

### NAICS CODES

- **541611** - Administrative Management and General Management Consulting Services
- **541618** - Other Management Consulting Services
- **611430** - Professional and Management Development Training
- **541600** - Management, Scientific, and Technical Consulting Services

### KEY DIFFERENTIATORS

- **Tailored Solutions:** Customized services specifically designed to address the unique challenges and opportunities of your organization.
- **Data-Driven Insights:** Utilizing the latest in HR analytics and assessment tools to deliver tangible, measurable outcomes.
- **Personalized Approach:** A commitment to close collaboration with our clients, providing one-on-one support to ensure successful implementation of our solutions.
- **Long-Term Success:** Focusing not just on immediate improvements but on fostering lasting change and setting the stage for continued success.
- **Expertise and Experience:** A wealth of experience in organizational development and training, brought to you by our highly skilled team.

### TESTIMONIAL

"We engaged Pottinger and Associates for over 20 hours of both one-on-one and group sessions, and I must say, the results have been nothing short of remarkable. Their approach is refreshingly straightforward. Collaborating with Jaymie and his team to tailor a workshop specifically for us has been an incredibly valuable process." - **Microsoft**

### SATISFIED CLIENTS



### CERTIFICATIONS AND PARTNERSHIPS





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### PAST PERFORMANCE

#### 1. Leadership Development Series - Microsoft

- **Engagement Overview:** Delivered a comprehensive Leadership Development Series for Microsoft, focusing on enhancing leadership capabilities across multiple levels of management. The program emphasized transformational leadership, emotional intelligence, and strategic decision-making.
- **Impact:** Successfully improved leadership effectiveness, resulting in increased employee engagement and alignment with Microsoft's organizational goals. Recognized by Microsoft as a Preferred Speaker in 2022 for outstanding contributions.

#### 2. Management Development Session - Verizon

- **Engagement Overview:** Led a dynamic Management Development Session for Verizon's management teams, centered around fostering collaboration, trust, and communication. The session included interactive activities and practical strategies for enhancing team cohesion.
- **Impact:** Strengthened team dynamics, improved cross-functional collaboration, and empowered leaders to drive higher performance across the organization.

#### 3. Offsite Executive Retreat - Allegheny East Conference Corporation

- **Engagement Overview:** Facilitated an Offsite Executive Retreat for the leadership of the Allegheny East Conference Corporation. The retreat focused on strategic planning, leadership alignment, and vision casting for the organization's future.
- **Impact:** Provided executives with a clear strategic direction and actionable plans, leading to enhanced organizational cohesion and a renewed commitment to the organization's mission.

#### 4. Team Development Series - Boys and Girls Club of the Virginia Peninsula

- **Engagement Overview:** Conducted a Team Development Series for the Boys and Girls Club of the Virginia Peninsula, aimed at empowering staff with leadership skills, improving team collaboration, and enhancing program delivery to the community.
- **Impact:** Significantly improved staff morale and collaboration, resulting in more effective program implementation and a stronger, more united team.

#### 5. Speaker and Break-out Session Presenter - National Conferences for Boys and Girls Club of America

- **Engagement Overview:** Served as a Keynote Speaker and Presenter at multiple National Conferences for the Boys and Girls Club of America, delivering impactful presentations on leadership, youth empowerment, and organizational excellence.
- **Impact:** Inspired and equipped thousands of leaders across the nation with practical insights and strategies to drive positive change in their communities, strengthening the mission and reach of the Boys and Girls Club of America.

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