



Alison I. Wagner
Senior Executive Coach

Industry Expertise:

- Education
- Energy
- Health & Human Services
- Professional Services
- Publishing
- Software Development
- Travel

Education/Certifications:

- BS in Special Education — Pennsylvania State University
- Break Through Consulting Business Results Coaching Certification
- Brain-Based Coaching, NeuroLeadership Institute Certificate

Positions Held:

- Senior Executive Coach — Break Through Consulting
- President — Pearson School Achievement Services
- President and CEO — National Geographic School
- COO — Thomson Prometric
- SVP, Product Development/Publishing — Thomson Peterson's
- VP, Product Development — Jostens Learning Corporation
- VP, Product Development — McGraw-Hill Education

Alison Wagner is a results-driven coach who is passionate about developing teams and individuals to meet their full potential. An enthusiastic educator, Alison sees the business world as a coaching classroom, where those who are lifelong learners can challenge themselves and grow on a daily basis. Leaders who have completed coaching with Alison benefit from her extensive C-Suite experience, and drive breakthrough results in their teams, businesses and in balancing work and personal priorities.

Alison has experience coaching executives and high-potential leaders across a variety of industries including publishing, higher education, energy, health/human services, travel and scientific research. Her coaching practice is informed by her 20 years of experience in leadership roles in profit and not-for-profit settings at industry leading companies such as Pearson Education and National Geographic. Alison serves on Boards and is an advisor to start-up organizations. She brings her keen business acumen and experience with rapid and significant change initiatives including mergers and acquisitions, new business models and reorganizations to her coaching assignments.

Break Through Business Results

Alison's approach to coaching has a bias for action. She coaches leaders to listen, to plan, to act, then to measure, gather feedback and respond. She is a strong believer in the power of communication rituals and using data to quickly align teams to deliver results. Alison helps leaders set clear, high expectations that include connecting their goals to the organization's mission and brand.

- Coached a high-potential senior leader to leverage her customer relationship strengths, analytical and financial skills to close a complex, multi-year \$90M contract.
- Supported the growth of skills that increased effectiveness and improved influence for the leader in an urban non-profit organization. Results included greater impact of key initiatives and improved board communication.
- Coached a newly-promoted Chief Financial Officer to grow her internal and external network and use this improved executive presence to move forward change initiatives that support the growth and efficiency of the organization.
- Coached the CEO of a recently-acquired start up to successfully complete its integration through improved communication, involvement of staff and onboarding of new executive team members, positioning the unit to experience multi-year double-digit top-line growth.

▶ **"I would strongly recommend Alison's coaching to business leaders who are dealing with organizational transformation. She has that rare ability to know and focus on the positive growth of both business and people, simultaneously. Alison is well equipped to coach leaders in creating cohesive and coherent teams focused on challenging, yet achievable revenue, earnings, and customer retention and satisfaction goals. Her strategic mind coupled with a tactical and relentless "do-whatever-it-takes-to-win, but do it smartly" approach would be of benefit to leaders in the C-Suite and those aspiring to be there."**

Lee Peters — Senior Vice President of Strategic Marketing, Scholastic