



## Corporate Fact Sheet

<i>Company:</i>	The Business Coach of Texas L.L.C. is a privately held company led by Eric H. Gore. Based in Gun Barrel City, Texas, Gore and company help business owners, corporate executives, mid-level managers and corporate teams improve performance and productivity. Clients are located in the Dallas-Fort Worth area and throughout Texas. Business coaching services are available for individuals and teams at companies of all sizes, from small to Fortune 1000.	
<i>Locations:</i>	1307 West Main Street, Suite B-162 Gun Barrel City, Texas 75156 Phone: 214-668-1702 Web: <a href="http://www.thebusinesscoachoftexas.com">www.thebusinesscoachoftexas.com</a>	North Dallas Office 2510 Tarpley Road, Ste. 100 Carrollton, TX 7500
<i>Leadership:</i>	Eric H. Gore, founder and president	
<i>Founding Date:</i>	Jan. 1, 2009	
<i>Revenue:</i>	As a privately held firm, The Business Coach of Texas places great value on the confidentiality of its financial data.	
<i>Target markets:</i>	Technology, manufacturing and services businesses. Business executives, sales professionals, community leaders and elected officials	
<i>Services:</i>	<u>Business and Executive Coaching</u> <ul style="list-style-type: none"><li>• Recession-proofing company strategies</li><li>• Goal-Setting, measurement and accountability systems</li><li>• Leadership assessment and development</li><li>• The Robert Hargrove “Six Cap Masterful Coaching” Practicum</li></ul> <u>High-Impact Sales Training</u> <ul style="list-style-type: none"><li>• The “how-to’s” of prospecting, qualifying and closing</li><li>• Sales forecasting systems</li><li>• Customer Relationship Management (CRM)</li><li>• Internet-based promotion and selling</li><li>• Sales personnel assessment and screening systems</li></ul> <u>Company Sales &amp; Leadership Retreats</u> <ul style="list-style-type: none"><li>• Half-day, off-site seminars</li><li>• Team-building programs</li><li>• Sales training for individuals and teams</li><li>• Customer service training, individual and teams</li></ul>	

Business Consulting

- Business planning
- On-line Webinars
- Marketing communications
- PowerPoint presentations

*Pricing:* \$400 per month for business/executive coaching and \$325 per month for sales coaching.

Corporate team building and leadership development conferences are \$1,200 per half-day session and \$1,800 for full-day sessions.

- Differentiators:*
- A recognized business executive with 25 years of successful international high-technology sales, sales management and executive leadership experience
  - More than \$200 million worth of technology-based solutions sold to Fortune 500 corporations and U.S. and international government institutions
  - Turn-around specialist for companies. For example, Gore helped a struggling start-up data security company grow its sales by 400 percent, close and launch a global partnership with a Fortune 20 corporation, increase company valuation and acquire \$22 million in a venture capital investment.
  - Sales coach and mentor to hundreds of successful company executives, sales reps, sales managers and sales partners
  - Winner of The Aberdeen Group Customer Best Practices Award
  - Accomplished international public speaker and sales training expert
  - Recognized and professionally credentialed as a member of the Worldwide Association of Business Coaches.

*Facts & Figures:* According to the [International Coaching Federation Global Coaching Study](#), 2006-2007:

- 68.7 percent of respondents are female, and the biggest concentration of all respondents are between 46 years and 55 years old (38.8 percent).
- the vast majority have been coaching for less than 10 years (86.4 percent)
- The research findings would indicate that male respondents were more likely to coach in these business-focused areas when compared with their female counterparts. Female coaches were significantly more likely to focus on nonbusiness coaching specialties such as Life Vision & Enhancement (18.3 percent) when compared with male coaches (9.9 percent).

- Coaches are highly educated – over half of all respondents (53.0 percent) had obtained an advanced degree such as Master’s or Ph.D. Only one in eight respondents stated that they had completed their education before university; with the vast majority holding at least a Bachelor’s degree (88.2 percent).
- Credentialing is a relatively new area for coaches, with some 18.7 percent of all respondents holding an ICF Credential. It is encouraging going forward for the coaching industry that almost half of all respondents without an ICF Credential are currently working towards one (48.7 percent).
- In terms of the respondent’s annual revenue generated specifically through their coaching practices, the survey indicated an average annual salary of \$50,510, based on the 4,450 respondents for whom valid data was provided. When analyzed separately by full-time and part-time coaching, the annual figures were \$82,671 and \$26,150 respectively.
- The U.S. market accounted for approximately half of all global coaching revenues. Assuming as a prudent threshold, that there are 30,000 coaches worldwide, it is possible to estimate that the annual revenue generated by the coaching industry globally is close to \$1.5 billion.

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