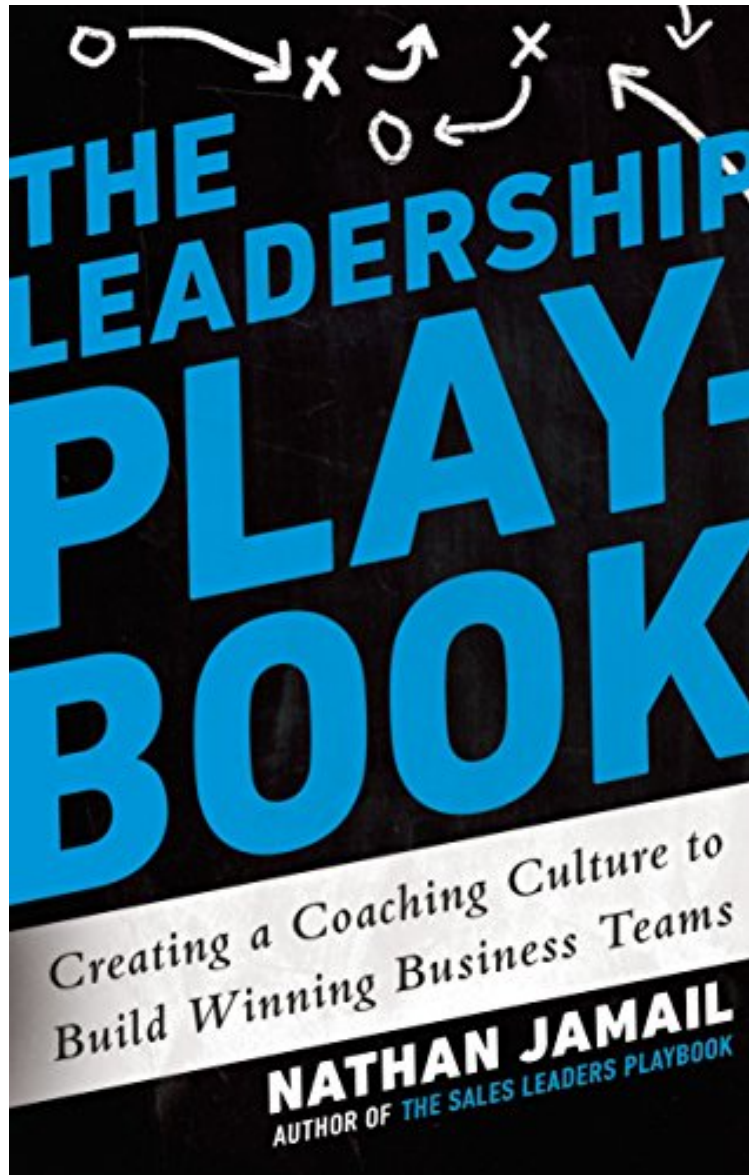


The Leadership Playbook: Creating a Coaching Culture to Build Winning Business Teams

Nathan Jamail

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Nathan Jamail : The Leadership Playbook: Creating a Coaching Culture to Build Winning Business Teams before purchasing it in order to gage whether or not it would be worth my time, and all praised The Leadership Playbook: Creating a Coaching Culture to Build Winning Business Teams:

3 of 3 people found the following review helpful. Exceptional Advice from a Successful Coach and LeaderBy Chris S. In TXNathan approaches leadership from the CI side, always expecting continuous improvement, and driving a team's

performance through coaching. He uses several down to earth analogies and examples from some of the great sports coaches along with personal, and relatable experiences to highlight the importance of coaching talent to strive to be better. As in sports, your business team has inherent skills and abilities that will only reach their full potential through effective coaching. What is effective coaching? Probably one word sums it up the best - engaged! You must be engaged with your team to best understand their strengths and weaknesses and how best to grow and develop their skills. If your team is "sick", then you may need to remove the "poison" so that the team can heal, move on and thrive through effective coaching and leadership. I appreciate Nathan's down to earth and conversational style. He uses good examples to illustrate his points and I really like the summaries at the end of each chapter that reinforce key points. So, Engage with your teams and turn average into exceptional!

1 of 1 people found the following review helpful. For Leaders, This Book is a MUST! By SusanB45LK This book is incredible. I bought the Audible version first. Then, because I wanted to see the book to help apply the principles, I bought it on Kindle. After listening and reading, I bought 6 hard copies -- one for each of my leaders. I have applied some of the principles already and have had a spike in performance. If you want a book that will truly improve your business results, buy this!

0 of 0 people found the following review helpful. Great book for anyone in Leadership Role. By Mary E. Anyone who has been in a leadership role has probably found themselves making some of the mistakes brought up in the book. This is a good reminder that there are others ways to get great leadership results that fly in the face of conventional leadership.

The successful self-published author of *The Sales Leaders Playbook* writes his first mainstream leadership book *There are enormous differences between managing and coaching. Yet many companies and organizations encourage their leaders to coach teams without ever teaching them how and without creating a culture that supports coaching.* Nathan Jamail is a leading consultant, professional speaker, and the president of his own group of businesses; trains coaches at several Fortune 500 companies and learned that it takes not only different skills to achieve success, but a truly effective coach needs an organizational culture that creates and multiplies the success of every motivated team member. *The Leadership Playbook* shows leaders the skills necessary to be an effective coach and to build effective teams by: Fostering employees' belief in the culture of a company; Resolving issues proactively rather than reactively and creating an involvement that constantly pushes employees to be their best; Focusing on the more humane principles of leadership; gratitude, positivity, and recognition; that keep morale high; Holding teams and individuals accountable; Constantly recruiting talent ("building the bench") rather than filling positions only when they are empty; Combining research, interviews, and inspiring stories with the lessons that have earned Jamail the respect of the world's foremost corporations including CISCO, FedEx, Sprint, the U.S. Army, and State Farm; *The Leadership Playbook* will dominate the category for years to come.

Nathan's passion and attitude are contagious! His ability to engage an audience and compel them to take action is truly impressive. If you are considering investing in your people, Nathan will deliver the value and execute beyond your expectations. We plan on forging a long-term relationship with Nathan and his team. — Joe Lohmeier, Cisco

Enjoyed is an understatement. He was phenomenal!! I heard comments from seasoned folks that he is the best they have ever heard! He did such a great job of personalizing his presentation to our group. He took the time to learn our organization, our acronyms (we have a ton), meet some of our people and incorporated that into his presentation. He even wrote lyrics to a little song using our acronyms that was hysterical! I would highly recommend him!

— Jeanne Osterland, US Healthworks

Nathan Jamail conducted a Sales Leadership training for 45 sales and engineering leaders. The Sales Leadership training would be better described as a highly interactive engagement with a continuous exchange of thought provoking ideas. Through entertaining and relevant dialogue, Nathan challenged the leaders to evaluate their leadership approach in terms of expectations, coaching/practice interactions, fostering a positive environment and continuously hiring and cultivating great talent. Nathan was able to maintain engagement and participation throughout the 6 hour session through high energy, fast paced dialogue and interactive exercises. The training was extremely valuable to the leadership team by creating a consistent set of leadership expectations, introducing common terms and increasing leadership collaboration.

— Jeff Sharritts, Cisco

Nathan is a high energy individual and it makes the message more believable when you can see that this guy knows how to be successful. Nathan took a lot of time to learn about our organization and tailor his remarks for our benefit. I would certainly recommend him to any group with new or experienced managers.

— Marvin Mutchler - First Savings Bank - President/CEO

He is a phenomenal motivational speaker, captivating his audiences and engaging them in discovering and developing their skills and talents, allowing them to accelerate in their personal growth. I would strongly recommend Nathan and encourage anyone who values building and developing their sales teams to benefit from his professional services

— Craig Walker, Radio Shack

After speaking with our sales team, I received only positive feedback from the morning we spent with Nathan. I highly recommend having Nathan speak with any sales force or group of sales leaders regardless of the current situation. Nathan's message is one that can be inspiring for both senior level sales and entry level sales people as well as sales leaders. The message is succinct and to the point and really leaves you with an upbeat and optimistic attitude, that is, we're living the dream every day!!

mdash; Ken Smith, Georgia PacificNathan is one of the best leaders I have had the pleasure to work with in career. His skills at motivating sales teams to exceed their own expectations enabled him to become one of the most successful District Directors at Sprint. I would highly recommend Nathan Jamail. mdash; Rick Kimsey, Advanced Wireless Services LLCNathan is an excellent motivational speaker who brings a vast amount of business experience and parlays that into a great message for employees. Nathan does an excellent job of providing guidance to employees on how to win mdash; Kavin Kappler, - SprintAbout the AuthorNathan Jamail owns several small businesses, and trains, coaches, and mentors professionals in many industries. He is the author of the self-published books The Sales Leaders Playbook, The Sales Professionals Playbook, and The Sales Leaders Gameplan. He lives in Frisco, Texas.