

The Return on Investment for Executive Coaching

A survey of 100 executives concluded that a company's investment in providing coaching to its executives realized an average ROI of 5.7 times the cost of the coaching. Those corporations received the following benefits:

- executive productivity improvements (reported by 53% of executives)
- organizational strength improvements (48%)
- quality improvements (48%)
- customer service improvements (39%)
- greater retention of executives who received coaching (32%)

Individuals increase their productivity by an average of 86% when training is combined with coaching, compared to just 22% with training alone. (The Personnel Management Association, internal report)

A third of all Fortune 500 companies utilize executive coaching as standard leadership development for their elite executives and talented up-and-comers. (The Hay Group)

51% of companies with a strong coaching culture report higher revenue than their industry peer group. ([Human Capital Institute](#))

The median ROI is 7x the investment. 86% of companies that could calculate their return on investment said that they at least made back their initial investment. 19% indicated an ROI of 50x the investment. 28% saw an ROI of 10-49x the investment. ([2009 ICF Global Coaching Study](#))