

The Return on Investment for Executive Coaching

A reliable ROI for executive coaching has been reported as 500%-700%. [iPEC](#)

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
- organizational strength improvements
- quality improvements
- customer service improvements
- greater retention of executives who received coaching

Women in leadership coaching showed improvements in:

- Self-awareness
- Self-confidence
- Leadership style
- Their relationship to power
- Conflict
- Personal life

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75% say that the value is “considerably greater” or “far greater” than the money and time invested.

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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)