



## EXECUTIVE COACHING

Glen graduated as a three time All American Lacrosse player from the United States Naval Academy in 1986. Upon graduation Glen was commissioned a Second Lieutenant in the United States Marine Corps where he flew F-18s for 20 years and retired as a Lieutenant Colonel. Glen led hundreds of Marines during his distinguished military career. Glen is also a graduate of the US Navy Fighter Weapons School known as TOPGUN. Glen was a member of the World Champion USA Lacrosse Team in 1990 and was inducted into the National Lacrosse Hall of Fame in 2016. Since retiring from the military in 2006, Glen has founded three companies including HomeCare Dental Management which he grew from startup to a sale in 2018. Glen Founded **TheVictoryWay.org**, a nonprofit youth sports and facility management organization. Glen coached multiple HS Championship Lacrosse teams from 2007-2019 and received Coach of the Year honors on three separate occasions. Glen founded **TheVictoryWay.com** in 2020 after completing two Graduate Certificates from Georgetown University. A Certificate in Executive Coaching and a Certificate in Organizational Consulting and Change Leadership. Glen is an accredited Executive Coach with the International Coaching Federation.



**GLEN MILES, CO-FOUNDER**

**949.939.4326**

THEVICTORYWAY.COM

### PREWORK

360° Assessment through Stakeholder Interviews

### OUTCOMES

I help leaders become transformational leaders so that they can inspire their people to be the best version of themselves, reach their full potential and change the world. I believe leaders can build corporate Will with an intense focus on purpose and a relentless execution of trust. I believe leaders can inspire their people to compete and win with a leadership approach grounded in love. I help leaders win the right way. I help them recognize and face limiting beliefs an unhelpful behavior that damage trust and distract from purpose. My process drives leaders to behave in a manner that creates safety, belonging and trust. This type of leader builds and sustains organizational Will. The Will to overcome obstacles, perform at consistently higher levels, and WIN. Transformational leaders create organizational health. Everyone is smart. Organizational Health is today's number one differentiator and is critical to your competitive advantage. Healthy organizations WIN!.

### SPECIFIC SKILLS IMPROVED

- Add Space between Stimulus and Response
- Build, nurture and sustain deep trust
- Courage
- Take Ownership of mistakes
- Consistently communicate purpose with clarity
- Embrace and address conflict constructively
- Listen well
- Achieve Commitment
- Embrace Accountability
- Identify and confront anyone who undermines teamwork and commitments
- Achieving results (Win More)
- Develop executive presence
- Collaboration
- Develop and link team strategy to business strategy
- Mitigate while taking appropriate risks
- Lead like a coach who loves his players
- Inspire direct reports based on their needs
- Present persuasively
- Be decisive when required
- Inspire a shared vision
- Identify and overcome individual or team fears