



DAN HAILE, PCC, Executive Coach

Today demands a new kind of leader.™

CASE STUDY

When her partnership dissolved, this business owner was proactive in becoming a better leader...and continuously improving.

Clinical Solutions Pharmacy

Aligning employee goals with those of the company

Challenge

After buying out her partner, Christi A. Throneberry, PharmD, CCHP, assumed sole leadership for the company she had founded seven years earlier. She quickly realized she needed to make sure her management team's goals matched those she had for Clinical Solutions Pharmacy, which now serves more than 160 correctional facilities across the United States with innovative pharmaceutical dispensing and project management.

Haile Coaching & Leadership Solution

Dr. Throneberry worked closely with Dan Haile and was able to reinvent her company. Dan helped her better determine the values and direction of her organization, ensure she had the right people on board, firmly establish herself as leader, communicate effectively and create an organization committed to growth and learning. Dan also conducts a leadership workshop with the management team annually.



Outcomes

Since working with Dan Haile, Dr. Throneberry cites impressive results:

- Revenues have increased 30% and Clinical Solutions has seen a 5% increase in the number of facilities served.
- Client retention is at 100%, and employee turnover has drastically improved.
- Management and employees say they are working better together as a team and that communications are much clearer.

