



## Terry Watkins, ACC

Terry Watkins, a Coaching Solutions Partner and an Associate Certified Coach for The Ken Blanchard Companies®, uses a collaborative, client-centered approach in her coaching sessions. She is able to quickly and effectively establish rapport with leaders due to her keen listening skills and empathetic style. Terry creates an open, supportive, and trusting environment that encourages clients to deeply self-reflect, develop self-awareness, and create positive behavioral changes. As a result, clients broaden their perspectives and are empowered to create actions toward their goals.

Terry manages large-scale international coaching initiatives and has delivered leadership coaching in multiple sectors, including pharmaceutical, retail, nonprofit, telecommunications, and the US federal government. She works with client sponsors to design objectives that align with their corporate strategies and identify measurable success factors. Then she maintains a close partnership with them in order to ensure a successful engagement. Terry has led a diverse and multilingual team of more than 30 Blanchard® coaches located in more than 20 countries. She also assists in recruiting coaches and training them to provide valuable one-on-one relationships with their clients to support their leadership development in achieving corporate objectives. Terry taps into her expansive expertise in leadership coaching, client partnerships, and project leadership to provide holistic support for both the strategy and implementation aspects of every coaching initiative.

For more than 15 years at The Ken Blanchard Companies, Terry held management roles in supporting sales from the proposal stage to the delivery of leadership programs. Prior to that, she aided several senior-level executives in various organizations, such as American Society for Training and Development where she helped the president develop partnerships with leaders at Fortune 500 companies and promote the annual ASTD Conference and Expo.

Terry received a bachelor's degree in business management from University of Phoenix and an MBA from Grand Canyon University. She earned the ACC designation from International Coach Federation and received coach training from The Coaches Training Institute. Terry also holds a Project Management Professional certification from the Project Management Institute.

### Testimonials

*"These coaching sessions changed my life, both professionally and personally. Terry helped me by listening and encouraging me to reflect and 'pause for thought' on many situations."*

–Tricia

*"Terry helped me reflect on my career with several 'ah-ha' moments. She listens well and provides helpful coaching tips with wisdom and compassion. I highly recommend her as a coach!"*

–Paula