



Kristie Van Leeuwen

Owner of The Next Stage Group, LLC. Coach/Consultant/Speaker/Facilitator

Helps Firms increase the productivity and production of their sales team members through a focus on behavioral and tactical coaching.

Professional Expertise/Services

15 years with Wells Fargo in both Canada and the United States leading sales teams on a national basis. I joined Efficient Marketing as a full partner after my career with Wells, and remained in that capacity until I started my own firm approximately 2 years ago. I assess sales organizations top to bottom, provide recommendations for lift and then systematically embed best practices and processes through individual coaching of senior leaders and facilitation of group learning sessions

Recent Assignments - Examples below

- 1 year assignment with a national bank to coach their 45 Divisional Managers on increasing sales pipeline activity
- Monthly coaching of top 12 producers in the wealth management division of a national bank
- 12 month assignment working with area VP's on enhancing their coaching of managers
- 360 assessment and feedback of 280 people in a commercial banking division
- DISC assessment and workshops for 170 manager
- Creation of a new coaching playbook for 800 managers in the Private Banking division of a national financial services company
- 1 day "intervention" of a senior management team to facilitate enhanced communication
- Ongoing workshops on partnering (teaming) as a marketing tool
- Key note speech on creating demand (marketing) for yourself
- Key note speech on Networking

Education and Professional Affiliations

- Qualified in DISC
- Certified Behavioral Analyst
- CMC designation
- Member of ICF, NSA, GSA, NAPEW (woman of the year in business consulting 2008)

Contact Information

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