



**Gerrie Dresser – Leadership Strategist**  
**Founder, Unique Genius™ Coaching Model for Leaders**  
**President, *Success Associates* – A Coaching & Consulting Company**  
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Gerrie is the Leadership Strategist to help you stand out IN a crowd, be recognized as a credible and authentic STANDOUT leader who delivers on unique, high impact contributions through an engaged team effort!

She specializes in working with innovative leaders and business teams who have a burning desire to make a difference through their work and create a collaborative and engaged environment. As a result of her 'inside out' approach in the 'unique genius coaching model', her clients discover their '**unique genius**', a distinctive brand of leadership excellence, and step into a higher level of leadership and strategic contribution. Oh, and they get promoted, negotiate for new internal opportunities, or change career fields with a significant financial increase.

- **Coaching clients** include corporate-based leader at all levels, sales / business development experts, senior partners/agency, doctors, government leaders, not-for-profit executives, entrepreneurs, finance experts, real estate professionals.
- **A partial list of client companies** includes AstraZeneca, Wyeth, Eclipsys Corporation, Health Strategies Group, Informed Systems, Inc., City of Philadelphia.

**Gerrie brings over 25 years of corporate leadership experience** in Fortune 500 corporations in the health care, information technology, and financial industries.

- She developed her broad business perspective through positions that she held in customer service, field operations, human resources, and marketing.
- Her expertise is in building and coaching high performance senior management teams with talents in facilitative leadership, talent development, leveraging enterprise-wide initiatives, and best practice integration.

**Signature Accomplishment:** Her signature accomplishment was creating the model for an enterprise-wide senior management advisory board, and leading/coaching the high performance, rotating team for 10 years! She applied the model to many successful cross-functional, senior management and process improvement teams in resolving enterprise-wide business challenges. Two significant client team outcomes include:

- Created E-Consulting division that generated \$5 million in revenue.
- Streamlined revenue maximization and financial business practices to align with company's strategic information systems plan.

**Gerrie's own leadership transformations inspire her work with her coaching clients:**

- Her break-throughs resulted from creating her own corporate positions through proposals that were always from an intention of how she could best serve the organization and achieve win-win outcomes.
- She experienced reorganizations/downsizings throughout her corporate career, and has evolved and transformed her career under the guidance of nationally recognized career consulting firms, continual mentoring and expert coaching. Gerrie clearly understands what it takes to 're-invent' oneself successfully and adapt to changing business environments.

She earned the credential of **Professional Certified Coach, PCC**, by the International Coach Federation, a B.A. in Psychology from Penn State University, and completed post-graduate studies at accredited business schools. Most recently, she became an Adjunct Instructor at Penn State University for the PA CareerLink project, sponsored by PA Department of Labor & Industry.

**Gerrie takes an active leadership role in professional associations.** She was elected to role of President of the Philadelphia Area Coaches Alliance's Executive Board for a 3-year term, 2005-2007, leading the organization to be an international award winning chapter in 2006, and served as VP from 2002-2003. She is a member of the International Coach Federation, Association of Career Professionals International, Healthcare Businesswomen's Association, and served on the President's Council of Immaculata University.

In addition to speaking for corporations, career management firms and professional organizations, her articles have been featured in local news and corporate newsletters. Gerrie is based in West Chester, PA

## Client's Rave Reviews . . .

### **"Insight and skill at assessing the situation"**

"Gerrie helped me navigate through complex political situations and put specific action plans in place to meet critical issues head on. As a result, I have been able to make some very sound decisions about my future with confidence and certainty and develop a keen awareness of my strengths and focus my future on those activities that are professionally and personally fulfilling."  
Senior Director, Fortune 500 global corporation, 04/29/08

### **"Revitalized and refocused senior management"**

"For 5 years, Gerrie Dresser was probably the greatest single influence on senior management at the Philadelphia Water Department. Her work as our Coach helped our mid-career managers to revitalize, refocus and re-engage with their work. You could identify her clients from the shift in their behavior at work as they began to reconnect with their vision and passion."  
Sheila Ireland, former Human Resources/Training Manager, Philadelphia Water Department, 05/05/08

### **"Professional and invigorating"**

"Gerrie's coaching style is professional and invigorating. Gerrie helped me to identify and solidify my goals...and, more importantly, move forward with them! Gerrie has both corporate and coaching experience which really helps her to understand multiple situations and provide rock-solid career advice that is actionable immediately. I would highly recommend Gerrie to anyone who is serious about proactively achieving their goals-you will achieve them!"  
Beth Harte, founder, Harte Marketing & Communications; former Marketing Director, SunGard, 07/20/07

### **"Asks the hard questions; holds me accountable"**

"Gerrie has a key quality for a career coach - asking the hard questions, and holding me accountable for the answers. I get benefit from each session we have - and she has helped me outline a path to focus on my future career development."  
Robin Mandell, Consumer Brand Director, Fortune 500 Global Pharma Corporation, 1/27/09

### **"Greater Profitability and Less Time Spinning My Wheels"**

"Partnering with Gerrie to increase my business efficiency and bottom-line has been a great investment. Through Gerrie's solid systems, knowledge and experience, I was better able to define my target market, resulting in greater profitability and less time spent spinning my wheels. My business is stronger, and I have an overall better life balance."  
Nancy Somers Dougherty: Realtor, Weichert Realtors; Nancy Somers Dougherty, Esq., 01/22/09

### **"True Partnership and Genuine Interest in Results in Every Conversation"**

"Working with Gerrie was a true partnership and her genuine interest in the process and results came across in every conversation. Gerrie's coaching process helped provide clarity and focus to my short and long term career goals. It was a pleasure working with Gerrie and she has my highest recommendations for those seeking to leverage their strengths in their career."  
Tim Cathers, VP National Accounts, LMS Logistics, 01/21/09

### **"Practical Advice and Candid Insight during Career Change, Long Range 'Encore Career' Planning and Navigating High Stress Corporate Transition... Result, Increased Fulfillment"**

"Gerrie is a passionate career strategist and I highly recommend her coaching to anyone who is looking to make a career change or to make your current position more fulfilling. I really enjoyed the work we did together and appreciated her candid insight and suggestions. Throughout the entire process she was right there for me - extremely responsive and supportive. I would recommend Gerrie to anyone looking for help in transition - or to just ensure you are making the most of your current position."  
Mindy Long Elmer, Account Executive, Fortune 500 IT/Healthcare, 05/13/09