

Brett Mallory Miles, MS

Brett is known for Empowering Leadership™ through his transformational coaching and executive team building. Brett helps clients and their teams “be” the leaders they want to be. The principles that underpin Empowering Leadership™ enable clients to design and experience superior performance. These five principles serve as the foundation for being empowered: Responsibility, Commitment, Authenticity, Contribution, and Getting Buy-In.



Developing how a leader is “being” comes first. What they “do” is formed by how they are being. The coaching focuses on “ways of being” that enable clients to achieve the success they desire because it integrates both the things to do with the ways to be. The combination of inner and outer development supports whole-person performance. This comprehensive, balanced, and inclusive coaching practice is the 21st Century approach to superior leadership.

Brett has Fortune 500 sales, management and leadership experience in the business services and technology sectors with Oracle, Lockheed’s CalComp, Control Data Corporation, and the United States Army where he served as a Captain.

Brett’s experience includes executive coaching, facilitation of group development sessions, and consulting. He works within a variety of industries especially Entertainment, Technology, Finance, Consumer Products, and Commercial Real Estate.

Brett is a Ph.D. student in Human and Organizational Development at the Fielding Graduate University, Santa Barbara, California. He holds a Masters in Systems Management from the University of Southern California and a Bachelors in Social and Behavioral Sciences from The Johns Hopkins University.

As an Executive Coach, Brett is a certified through the International Coaching Federation and Fielding Graduate University’s Evidence Based Coaching Master’s level program. He continues to expand himself through experiencing transformational programs and coaching. He is certified in a variety of assessment areas that include behaviors, motivators, thinking acumen, competencies, emotional intelligence (EQ), ASSESS® 360 surveys, and FIRO-B.

Brett is co-author of the book, **Leadership: Helping Others to Succeed**. He is co-writing a book due out in 2013 titled **Leadership in the Mirror**.

Key Highlights:

- Currently coaching an EVP of Human Resources & Administration to build a culture of a nearly \$3B company that embraces the strategic and practical contributions of a strong HR team.
- Currently coaching the CFO of an entertainment company to expand her leadership skills in executive presence and communication.
- Currently coaching a senior marketing executive to increase balance in her life and to prepare her for greater leadership responsibilities.
- Currently coaching two senior professionals in an investment company that targets high-net worth clients. The coaching goal is to increase their individual client interface performance and their collaborative abilities within the team.
- Currently coaching the Chief Operating Officer of a steel manufacturing company and two of his top lieutenants. Conducted a strategic offsite with senior management and owners leading to a shift in power and responsibilities that helped managers step-up to new responsibilities. This family owned business is looking to develop its bench strength. Then, facilitated a second offsite the following year, this time including the next level of management, going deeper in the culture transformation.
- Coached the President and his top six executives for the past eight years on continuous leadership development issues. We conducted team building, facilitated strategic off-sites, and coached on succession planning, conflict resolution, empowering leadership challenges, and employee hiring and retention issues. This was a division of a global commercial real estate company.
- Coached the President of a leading commercial real estate company and his 15-person executive team in a year-long leadership development program that included group and individual coaching. We transformed how they were being as leaders into “Super Bowl” minded leaders. As one of the leaders said, “It’s game-changing what we are doing.”
- Coached the President of Post-Production for one of the largest film studios for over two years and also coached several on his staff.
- Trained and coached thousands of executives and managers in communication, teambuilding, and leadership skills at various entertainment companies including Warner Bros., Sony, FOX, Universal Studios, Paramount, DreamWorks, E! Entertainment, and HBO.

- Coached and trained the national strategic account team for a commercial real estate company that targets the largest client opportunities. Led the team through two business development training programs and continue to coach the two co-leaders for five years into 2013.

Companies I've Worked With (and Years With Each Company):

Sample coaching-related contracts:

- Charles Schwab's U.S. Trust 1998-2000
- Shimano American Corporation 1997-2003
- Comcast – NBC Universal 1998-2005
- Gateway Computers 2003-2006
- Home Box Office Inc. 2003-2007
- Twentieth Century Fox 2003-2007
- E! Entertainment 2001-2008
- Macerich Company 2000-2012
- Sony Pictures Entertainment 1998-2010
- Warner Bros. 2005-2011
- Kern Community College District 2006-2013
- Davis Elen Advertising 2000-2012
- CBRE Group Inc. 2001-2013
- SSI Investment Management 2012-2013
- Lionsgate Entertainment 2013
- Harsch Investments, LLC 2013
- Shopzilla 2013

Geographies I've Worked In:

USA, Canada, and England. Have also coached by phone in Germany, Italy, Mexico, Hong Kong, Poland, and France.

Leader Positions I've Coached:

- Middle Management, Director, VP, Sr. VP, EVP, General Manager, and C-Suite Executives, and Board of Directors.

Business/Talent Challenges I've Helped Leaders Solve:

- Leadership Strategy and Skill Development
- Communication and Interpersonal Skills
- Sales Presentations
- Sales and Negotiation Skills Development
- Collaboration and Cooperation
- Delegation and Empowerment Skills
- Conflict Resolution

- Teambuilding
- Performance Management
- Talent Selection, Hiring, and Retention
- Emotional Intelligence (EQ) assessment and training

Leadership Experience:

- Brett began his leadership development as Freshman Class President of his high school. Also in high school, Brett was Captain for multiple years of his Varsity football, track, and basketball teams and graduated 6th of 174 with a 3.72 grade point average on a 4.0 scale.
- In college, Brett was Captain of the Varsity football and track teams. He was a Distinguished Military Graduate, graduating number one in his Army ROTC class.
- As a military officer in the United States Army, Brett led troops and operational units, was an Airborne paratrooper, and was promoted early and ahead of his class to the rank of Captain.
- In business, Brett achieved sales quotas and led sales teams to outstanding performances for four different companies, achieving Presidents Club and 100% Club honors every year.
- Brett served on the adjunct faculty of the University of California Long Beach, where he developed and taught a course on Behavioral Selling™.
- Brett was the President of the Sales and Marketing Executives of Los Angeles, 2000-2001.
- Brett was nominated into Target Training International's "International Faculty" in 2007, which is comprised of highly qualified trainers and coaches from around the world.
- Brett started and developed his coaching, consulting, and training company in 1992, growing it by adding a partner, other consultants, and a staff. He managed its operations until 2010 when the company downsized and Brett assumed complete ownership. Now it's a 21st Century virtual operation.

Brett has been teaching, coaching, and participating with leaders to grow their businesses since 1992. The leadership experiences and wisdom he has gained has been invaluable. He continues to educate himself in leadership and organizational topics through academic studies, business workshops, his clients, and advanced, personal growth programs designed to empower and transform what is possible.