

Brett Mallory Miles, MS

Brett is known for Empowering Leadership™ through his cutting edge, transformational coaching and executive team building. Brett helps clients and their teams see new, expanded possibilities for achieving business and personal results. Empowering Leadership™ enables clients to design, create, and experience “gold-medal winning” performance. Five key principles serve as the foundation for being empowered: Responsibility, Commitment, Authenticity, Contribution, and Getting Buy-In. When clients engage Brett to coach their executives and teams, he insures these concepts are applied with rigor and commitment.



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.

He partners with senior management to transform organizations into high performing, purpose-driven, profitable workforces. His strategic focus is to help clients obtain outstanding results with outstanding people. He does this by aligning strategy, people, systems, and culture. Brett's experience includes executive coaching, facilitation of group development sessions, and consulting. Brett 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.

Brett is co-author of the book, *Leadership: Helping Others to Succeed*.

Key Highlights:

- Currently coaching the President of a leading commercial real estate company and his 15-person executive team in a year-long leadership development program that includes group and individual coaching. We are transforming how they are being as leaders into “Super Bowl” minded

leaders. As one of the leaders said, "It's game-changing what we are doing."

- Currently coaching the President 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.
- Currently coaching the President and his top six executives for the past eight years around continuous leadership development issues. We have conducted team building, facilitated strategic off-sites, and coached around succession planning, conflict resolution, empowering leadership challenges, and employee hiring and retention issues. This is the property management division of a global commercial real estate company.
- 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.
- Currently coaching and training the national strategic account team for a commercial real estate company that targets the largest client opportunities. Have led the team through two business development training programs and continue to coach the two co-leaders, now into my fourth year.

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

Sample coaching-related contracts:

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|-----------------------------------|-----------|
| • 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 | 2000-2008 |
| • Sony Pictures Entertainment | 1998-2010 |
| • Warner Bros. | 2005-2011 |
| • Kern Community College District | 2006-2011 |
| • Davis Elen Advertising | 2000-2011 |
| • CBRE Group Inc. | 2001-2011 |

Geographies I've Worked In:

USA, Canada, and England

Leader Positions I've Coached:

- Middle Management, Director, VP, Sr. VP, General Manager, and C-Suite Executives

Business/Talent Challenges I've Helped Leaders Solve:

- Communication and Interpersonal Skills
- Sales Presentations
- Sales and Negotiation Skills Development
- Executive Coaching
- Empowering Leadership™
- Delegation and Empowerment Skills
- Conflict Resolution
- Teambuilding
- Performance Management
- Talent Selection, Hiring, and Retention
- Time Management/Priority Setting

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 he runs a 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, not just add incremental insight.