



EXECUTIVE COACHING

Glen graduated as a three time All American Lacrosse player from the United States Naval Academy in 1986. Upon graduation Glen was commissioned a Second Lieutenant in the United States Marine Corps where he flew F-18s for 20 years and retired as a Lieutenant Colonel. Glen led hundreds of Marines during his distinguished military career. Glen is also a graduate of the US Navy Fighter Weapons School known as TOPGUN. Glen was a member of the World Champion USA Lacrosse Team in 1990 and was inducted into the National Lacrosse Hall of Fame in 2016. Since retiring from the military in 2006, Glen has founded three companies including HomeCare Dental Management which he grew from startup to a sale in 2018. Glen Founded **TheVictoryWay.org**, a nonprofit youth sports and facility management organization. Glen coached multiple HS Championship Lacrosse teams from 2007-2019 and received Coach of the Year honors on three separate occasions. Glen founded **TheVictoryWay.com** in 2020 after completing two Graduate Certificates from Georgetown University. A Certificate in Executive Coaching and a Certificate in Organizational Consulting and Change Leadership. Glen is an accredited Executive Coach with the International Coaching Federation.



GLEN MILES, CO-FOUNDER

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THEVICTORYWAY.COM

PREWORK

360° Assessment through Stakeholder Interviews

OUTCOMES

Behavioral Change. I help leaders and future leaders learn how to use a purpose driven approach to overcome limiting beliefs and unhelpful mindsets. I help them do more of what they do well and I help them change the behaviors that they want to change. If we want to be a more effective leader and truly inspire our team; our mindset and our actions must be aligned to achieve the vision. I help leaders maintain a relentless focus on that alignment.

BENEFIT TO THE ORGANIZATION

Organizations that purposefully invest in the development of their leaders and in their people attract and retain the best talent. High performing teams excel more under the leadership of high performing individuals who demonstrate love and who know how to build trust and resilience.

SPECIFIC SKILLS IMPROVED

- Treat others with respect
- Build trust
- Listen to opposing POVs with an open mind before giving my opinion
- Delegate more effectively
- Standup to individuals who undermine teamwork
- Develop executive presence
- Address conflict constructively
- Collaborate with others
- Develop and link team strategy to business strategy
- Standup for what I believe in
- Hold others accountable
- Present with self confidence
- Focus on critical issues
- Become more assertive
- Take appropriate risks
- Build cross functional relationships
- Become a better coach and mentor
- Match my Leadership style with the needs of others
- Present my POV persuasively
- Become more decisive
- Lead consistently
- Inspire a shared vision
- Identify and overcome fear