



## **Kelli McCauley**

### **Founding Principal**

**The catalyst behind a modern approach to leadership, performance and profit.**

**Kelli McCauley is a leadership consultant, executive coach, facilitator and speaker** who works exclusively with high potential leaders in sales-performance driven industries. As an expert in improving leadership effectiveness and bottom line performance, Kelli works with the best and brightest industry leaders, executives, sales management teams and their key stakeholders.

**By using highly regarded leadership and coaching programs**, Kelli and her team are able to help clients identify, retain and maximize employee talent for increased growth, leadership and

profitability. Kelli works closely with her clients to generate fast track success, while avoiding burn-out and maintaining balance.

**Her expertise includes high potential leadership effectiveness** and development programs, talent identification and grooming, and successor planning, identification and development.

**Through initiating proven leadership strategies**, Kelli's clients realize outstanding performance in short periods of time. Her work is founded in research on what separates star performers from average and leadership principles developed at Harvard University. Depending on what you are looking to accomplish, she incorporates measurement tools such as SPQ\*Gold (Sales Call Reluctance), 360-degree feedback reports, LPI (Leadership Practices Inventory), and many other best in class assessments.

**Clients of MK Performance Group continue to report breakthrough results** in their business objectives, combined with increased levels of Emotional Intelligence, promotability and satisfaction.

**As you can see, Kelli's passion is partnering with leaders** and helping them achieve their full potential. In addition to having a highly rewarding career, Kelli is an avid skier and lover of world culture. Bali, Thailand, Italy, Zimbabwe and Botswana are a sampling of some of the favorite places she's traveled to with her husband Steven M. Kress.

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