



Val Williams, MCC

Val Williams, MCC, is an Executive Leadership Consultant and Master Certified Coach. Val started her own executive development business, “Influential Presence LLC”, in 1994 after being a corporate executive herself at Prudential Financial. While at Prudential, Val was Executive Director of Prucare the HMO of Northern New Jersey, Director of Prucare Customer Service Operations for the Northeast Region, and Director of Group Underwriting, Prucare of New York. Val led organizations of over 700 people in multiple locations in the managed healthcare industry, managing an operating budget of over \$25 million. Val graduated with a Bachelor of Science from Tufts University and a Master's Degree in Counseling Psychology from Boston University.

For over 18 years, Val has coached and consulted with hundreds of senior corporate executives and their teams in major corporations around the globe. Since Val has specialized skills in virtual training, she has successfully coached leaders both in person and by telephone all over the US, and in Japan, Guatemala, United Kingdom, Finland and France.

Val specializes in helping senior corporate leaders from CEO level to Director level to develop and strengthen the leadership skills that are unique to the senior executive ranks. She provides consulting services, training seminars, team coaching, keynotes and management retreats to the organization-at-large, as well as individual executive coaching for leaders.

One of Val's favorite specialties is helping leaders strengthen their Executive Presence whether they are an Alpha male or Alpha female who needs to tone it down; or an introverted leader who needs to turn it up.

A frequent and dynamic speaker at corporate management retreats and industry functions, Val is credentialed as a Master Certified Coach by the International Coach Federation, and has authored 6 books on leadership including *"Get the Best Out of Your People and Yourself"*, *"Virtual Leadership"*, *"Executive Think Time"*, *"Executive Foundation"*, *"Butterfly Coaching"* and *"The Influence Puzzle"*. She also released an audio CD: *"Leadership: 3 Essential Questions for Executives"*. (all on Amazon.com or Val's website).

To learn more on how working with Val Williams can help you, your team and your organization develop the leadership skills that can take you to the top of your field, visit Val's website at: www.valwilliams.com or call 732.632.9647.