

Wilfred Brewer of Performance Solutions Group to be Featured on CUTV News Radio

STAMFORD, CONNECTICUT, UNITED STATES, January 14, 2019 /EINPresswire.com/ -- Strong leadership is critical for businesses to be profitable and successful over the long term. This also means meeting the needs of customers or clients. When organizations lack leadership, management and the proper tools, exceptional coaching and consulting is needed to provide the guidance and expertise for the organization, its leaders, managers and team members to meet their goals.

Wil Brewer is founder and President of Performance Solutions Group, Inc. (PSG), an exceptional boutique consulting firm.

"I work both domestically and internationally," says Wil. "The core of my coaching is focused on leadership and management. It begins with understanding the strategic plan of the organization, the organization dynamics, including organization structure, direct reports, peer and manager relationships, and how to manage and coach executives and senior managers to achieve their goals."



Prior to starting PSG in 2006, Wil was COO of Performance Management, Inc. He is a chartered accountant with an MBA and an Economics Honors degree (cum laude). He has lectured in compensation and performance management at the Stern School of Business at NYU. Wil was Treasurer of the Southern Connecticut chapter of SHRM for eight years and has served on committees of ATD (Association for Talent Development).

According to Wil, a major part of the coaching assignment is meeting those who work closely with the coachee – the direct reports, peers, manager and internal customers. These are the stakeholders. The approach is to ask the probing and relevant questions which lead to identification of both strengths to leverage and the areas for improvement to be addressed. The other key component is the ability of the coach to build a relationship of trust, essential to providing a safe haven for the coachee to share issues, problems, concerns and situations that have resulted in unfavorable outcomes.

Emotional intelligence, the capacity to manage one's emotions so that one can manage relationships more effectively, is another essential on the part of the coach for an effective coaching relationship. This is also an area that frequently requires development on the part of

many coachees. It's about self-awareness - recognizing one's emotions, moods and feelings, which, together with behaviors and actions, impact others. It also means self-regulating - not being reactive, stopping to think about how to position a message, and demonstrating empathy in responding to situations.

"The coach's ability to communicate the issues and the coachee's willingness to internalize the behavioral changes required are also essential to a successful assignment, together with a sincere commitment to change," says Wil. "Ultimately, leaders must exemplify integrity, decency and sincere care for others. This is fundamental to successful business leadership over the long term and the corresponding productivity and performance."



CUTV News Radio will feature Wil Brewer in an interview with Jim Masters on Tuesday January 15th at 11 a.m. EST.

Listen to the show on [BlogTalkRadio](#)

If you have any questions for our guest, please call (347) 996-3389

For more information on Wil Brewer visit www.performance-solutions-group.com

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