

## Sharon Dauk Executive Coach



Sharon Dauk combines her extensive business experience with coaching skills and expertise to help business executives, entrepreneurs and key managers in developing leadership skills, enhancing business operations and attaining personal empowerment. Using proven coaching methods, Sharon provides a highly focused approach acting as an independent objective confidant to help her clients address opportunities and challenges, and develop the tools needed to navigate demanding and fast-paced business environments, all designed to reach specific measurable goals.

### **BACKGROUND SUMMARY**

Sharon has 20 years of diverse professional experience as an investor, board member, financial advisor and business executive, which gives her a unique perspective on key issues facing a variety of business leaders. Her experience in the Corporate Finance Departments of Morgan Stanley and Smith Barney working with large clients on complex financial and corporate control issues provides a balance to her 12 years of involvement with early stage company investing, managing and mentoring, which she has done through her investment company, Dauk/Wagner Investments, LLC. This background gives Sharon great insight into the opportunities and challenges of business leaders of large and small companies in many industries.

Sharon's nearly 30 years as an endurance triathlete and 15 years as a competitive equestrian gives her a deep understanding of what it takes to set goals, develop training plans, monitor progress toward those goals and achieve success. She combines this approach with established coaching techniques and skills to help her clients achieve their personal aspirations, professional goals, and business success.

### **EXPERIENCE**

Her clients have included entrepreneurs in a wide range of industries at differing stages of development; and business leaders working in the fields of finance, management consulting, marketing, professional services and advertising. In her coaching engagements she has helped her clients navigate critical junctures in business development, achieve personal and professional transitions, and improve management and leadership skills.

### **CREDENTIALS**

Sharon holds an MBA from Cornell University and a BS from the University of Southern California and received the PCC level Certification from Columbia University's Coaching Certification Program. She is a qualified administrator of the Myers-Briggs Type Indicator™ (MBTI™); is an Independent Certified Trainer of the SpeedReading People System; and is certified to administer the Suite of WholeBrain Creativity Assessments (NBI™). She continues to be an advisor to several early-stage companies; is a member of the Advisory Council of the Entrepreneurship@Cornell program; on the Advisory Board of Dotmenu, Inc.; and a Trustee of Student Agencies Foundation at Cornell. Sharon is a Mentor with Merryck & Co. ([www.merryck.com](http://www.merryck.com)) and a Senior Consultant with [Next Step Partners](#).

## Sharon M. Dauk Executive Coach

### MY EXECUTIVE COACHING APPROACH

Executive Coaching is the process of assisting leaders to recognize and build on strengths, and to identify and address challenges and opportunities in order to maximize personal and organizational performance. Using an Executive Coach is like taking a “fast-track” to professional and personal development, which can markedly reduce the learning curve in identifying challenging issues and opportunities. This leads to development of new skills to improve bottom-line results. One of the major benefits of using an Executive Coach is that they are solely focused on the Client’s agenda and provide an objective, interactive partner to help the Client address opportunities and challenges, all designed to reach specific measurable goals.

My mission as an Executive Coach is to apply my extensive business experience in combination with coaching skills to help executives and business leaders achieve this top performance capability. Over the last 20 years, I have worked with companies and executives at all stages – from start-up to well established – in a variety of roles including investor, board member, senior management advisor, mentor and deal maker. This broad range of experience allows me to help my Clients focus quickly on key issues while empowering them to implement change and achieve their goals.

In my role as Executive Coach, I utilize a variety of methods to help my Clients fully understand the issues and opportunities that they encounter. These methods include value clarification, issue identification, brainstorming plans of action, and examining modes of operating in work and life such as learning style, problem solving methods and personal interactions. The process uses a variety of personal and behavior assessment instruments including 360 feedback assessments, MBTI analysis and other value clarification methods determined to be useful to the Client in obtaining his or her goals and objectives.

I offer my Clients the opportunity to gain new expertise in a variety of areas including clarification of goals and visions, strategic planning, developing change initiatives, communication skills, conflict management, business rejuvenation and growth, personnel management, managing board, investor and stakeholder relationships, succession planning, etc. Every coaching relationship and discussion agenda is developed as a joint effort with the Client fully participating. The process continually evolves during the Coaching relationship as issues are resolved and the desired progress is achieved.

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In addition, among the key guiding principals that I apply to every Executive Coaching relationship include helping Clients apply their imaginations and energy to the issues they face; and emphasizing the Client's strengths and achievements, which are designed to help the Client determine how to more effectively grow and develop. My strategy as an Executive Coach is to listen intently, ask probing questions and apply useful exercises to empower my Clients to determine their own direction. As Galileo said: "you cannot teach humans anything...you can only help them discover it within themselves."

My key Executive Coaching tasks are to create opportunities for my Clients to conduct honest, ongoing self-appraisal; translate my Clients' insights about their strengths and weaknesses into focused and aligned goals; help determine a path to achieve those goals with measurable benchmarks along the way; and find ways to achieve a better work/life balance.

The combination of my Executive Coaching principals and background experience are targeted toward tangible results. Clients can expect to achieve better focus on goals and solutions with less distraction; improved relationships with peers, subordinates and superiors including boards of directors; improved conflict resolution skills; better time and energy management; and overall leadership development.

Client organizations can expect to achieve a better working environment, improved employee relations, less turnover, higher productivity and increased efficiency and profitability. Studies have shown that Executive Coaching provides a compelling value proposition, with a significant return on investment.

## Sharon M. Dauk

### Executive Coach

## BACKGROUND and EXPERIENCE

Sharon Dauk is an Executive Coach focused on executive leadership development, business enhancement and personal empowerment. She has over 20 years of business experience in a broad range of sectors including financial services, consulting, early-stage investing and real estate development. For the last 12 years, her primary focus was on investing in early stage companies in a variety of industries through her investment company, Dauk/Wagner Investments, LLC and through active participation as a member of the Angel Investor Forum, an investor group located in Connecticut. As part of these investments, Sharon often became a member of the board of directors or advisory board, and has also assumed interim senior management responsibilities in select cases. This experience affords her a unique perspective on all stages of business development and management challenges faced by business owners and executives.

Prior to founding Dauk/Wagner Investments, Sharon held positions in the Corporate Finance Departments of both Morgan Stanley and Smith Barney, specializing in mergers and acquisitions and real estate development. Understanding the personnel dynamics within organizations of this type is invaluable to Sharon's work with senior executives.

Sharon is a graduate of Columbia University's Coaching Certification Program, a strategic partnership between the Columbia Business School and the Executive Education Department; she earned her certification at the PCC level, the highest offered by the program and consistent with ICF standards. She is a qualified administrator of the Myers-Briggs Type Indicator™ (MBTI™); is an Independent Certified Trainer in the SpeedReading People System; and is certified to administer the Suite of WholeBrain Creativity Assessments (NBI™). She holds an MBA from Cornell University's Johnson Graduate School of Management, and a BS from the University of Southern California.

Currently, Sharon is a member of the Advisory Board of Dotmenu, Inc., which through its two brands, campusfood.com and allmenus.com, operates the largest web-based virtual food court which provides on-line ordering and marketing services to restaurants nationwide. She is also a Member of the Advisory Council of the Entrepreneurship@Cornell Program, which is an innovative, university-wide program at Cornell University focused on fostering entrepreneurial activities through both academic courses and practical experience; and is also a Trustee of Student Agencies Foundation and a Board Member of Student Agencies, Inc. at Cornell, an organization dedicated to providing undergraduate Cornell students the opportunity to start and manage businesses targeted at the college market.

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**Sharon M. Dauk**  
Executive Coach

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Sharon has been a competitive Triathlete since 1981 and firmly believes that the process involved with training for an event combined with overall healthy living are paramount for physical and mental well being. Until recently, she was also an avid equestrian, achieving the top amateur level of competitive show jumping; a sport that involves a unique relationship between two athletes, the horse and the rider. Sharon also enjoys most other outdoor activities including snow and water skiing, scuba diving and long distance cycling. She is a passionate cook and lives in Connecticut with her husband and business partner and their two dogs.