

Inga Estes, Principal

Inga Estes is a master coach known for her collaborative critical thinking and strategic leadership coaching that produces results. Her experience includes over 12,000 coaching hours, team facilitation, sales coaching and design of transformational leadership programs for f500 companies.

From her CEO perspective, Inga welcomes the challenges of competing priorities and multiple, simultaneous needs that require the highest level of management expertise and systems that work, along with the art and science of leadership and the executive will to keep things moving forward. She loves getting things done and doing them well.



During your engagement with Inga, she'll coach you to discover new ways to work more effectively and to create lasting solutions to your vexing issues. Together, you'll create a professional 'upward spiral' that continues to build momentum and strength long after the coaching engagement has concluded.

Inga has coached small and mid-sized businesses, often focused on improving sales and sales management, effective marketing, and organizational effectiveness. Her clients include executives, accountants, financial advisors, and entrepreneurs, as well as executives and their teams at f500 companies. A partial client list includes CitiFinancial, Smith Barney, Morgan Stanley, SCE and the San Onofre Nuclear Generating Station, Capital One Financial, the City of Burbank, Frontier Communications, the LA Chapter of NAWBO and the Special Olympics of Southern California.

An innovative leader, Inga began her career in commercial mortgage banking at DRG Financial Corporation, a national company based in Washington, D.C. As CEO of International Helicopters, she led its turnaround and 800% growth in nine years. As COO of Mahogany Management, Inga doubled gross sales within a year, and in her first two years as COO of Contract Software Services, led the sales team to triple its client base.

Inga served on the Board of the Professional Coaches and Mentors Association as Director of Membership Expansion & Website Design and was 2004 President of the Los Angeles chapter. She has served on the Executive Committee of the Westside Economic Collaborative and is writing *The Optimist's Handbook*®.

Contact us to engage in a discovery conversation or to create a compelling, custom presentation.