



Capability Statement

BUSINESS SUMMARY

Velocity is a leading provider of skills training specifically designed to maximize the effectiveness of conversations in organizations. Business success is driven by the quantity and quality of performance conversations between and among managers and individual contributors. In light of the many challenges that organizations face, effective conversations are critical to ensuring improved outcomes and eliminating wasted time or effort.

CAPABILITIES

Our 4S Conversations® model supports the dialogue around every important discussion and ensures that interactions are more on target, consistent and efficient. Our simple framework helps organizations develop a culture in which:

- Performance feedback is valued and pursued by managers and individual contributors
- Individual contributors take ownership and accountability for problem solving
- Conversations focus on goals and success
- Engagement levels increase
- Trust permeates the organization
- Conversational excellence drives business outcomes

HISTORY

For over 25 years, our simple yet powerful 4S Conversations® framework has leveraged the most advanced thinking in leadership development. Translated into nine languages and available worldwide, it is an adaptive tool that can be utilized across a broad spectrum of organizational needs: performance management, hiring and recruiting, selling products or services, and conflict resolution.

CUSTOMERS

Private Sector
Novo Nordisk, Novartis, Abbvie, Munich RE, Shire

UNIQUE VALUE PROPOSITION

Velocity delivers training and coaching with the highest degree of integrity, commitment and focus on the unique individual needs of the organization.

CERTIFICATIONS

SBE
WBE

Management:

Jill Miller, CEO
Ed McCarthy,
VP Business Development

25 Years of Industry
Experience
20 Years of Healthcare
Experience

Employees:

20+ including consultants

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