

ELENA PEZZINI, PhD

323.842.1906 mobile

elenapezzini@gmail.com

PROFILE: Dynamic, motivating Master-level Coach, and Industrial Organizational Psychologist, who empowers and guides clients to achieve their business and financial goals.

Tech-savvy, result-driven coaches' trainer adept at developing and delivering interactive curriculum programs, with immediate and long-lasting value.

Lifelong scientist and researcher in psychology, applied psychology, consulting, mentoring, counseling, organizational development, project management, public speaking, sales conversion, executive coaching, performance review, goal-setting, high accountability, team leadership building, and personal & business development.

Bilingual in English and Italian. Dual Citizen.

EXPERIENCE

Strategic Adviser and Consultant, North-America and Europe 1994 – present
Manage corporate coaching and training programs. Coach hundreds of thousands of individuals and groups, from age 13 to 94, from 80+ countries, to achieve their desired career results. Coach senior coaches and super-achieving clients. Create and deliver interactive coaching curriculum and modules, to train business coaches on how to support client goals. Deliver seminars and webinars, courses, events, workshops, boot-camps, and retreats, throughout 5 continents. Consult, Counsel, Mentor & Coach Executives, Entrepreneurs, University students, professors and deans. Supervise 100+ coaches.

Business and Executive Coaching

- In 12 months or less, created forward movement in clients with powerful, intentional and purposeful choices and self-discovery
- Formulated coach training for top voice experts in the world, resulting in 1000% revenue growth
- Coach tens of writers into becoming **New York Times'** bestselling authors
- Utilized all 20 different coaching methodologies I mastered
- Used cutting edge, effective techniques, including hypnosis, neuro-linguistic programming, and emotional freedom
- Hosted 5 self-development radio and TV shows to coach hundreds of thousands of individuals and groups
- Led and oversaw business and finance coaching programs for multi-million dollar international personal development corporation with millions of individual clients
- Conducted tens of thousands of live and online training internationally, using the latest technologies, including video webinar conferences
- Trained entrepreneurs to speak alongside **CEOs of Fortune 100 companies**, including **Warren Buffett's** companies
- Co-led hundreds of mastermind programs with **Oscar Winners** and other **Hollywood Movie Celebrities, Universal Studios, and Broadway Performers**
- Drew and delivered specialty coaching on topics including technical internet marketing, multi-level network marketing, debt & tax reduction, investments, asset protection, health, relationships & more
- Taught tens of thousands of **Ivy League University** students about Business Psychology, Coaching Psychology, Consumer Behavior, Psychometrics & more
- Designed multilingual speaking and coaching programs to bring business owners' revenues into multi-millions
- Coached thousands of startup businesses from \$0 to \$75M and more annually
- Trained 50 individuals in effective communication & business skills, transforming them from unemployed students into #1 multi-million dollar real estate brokers and business brokers
- Guided 5 fine artists develop design businesses that cater to **Royal** families

- Transformed 10 youngest Internet Marketers to number 1 in the world
- Coached 20000 business builders from all industries, sectors & niches via Mentoring and Coaching

Coach Training

- Developed coaching certification programs for coaches to coach clients to personal and career growth
- Trained international coaches in leadership and internet marketing skills, resulting in a 500% increase in their sales and speaking engagements
- Coached 501(c)(3) non profit organizations to reduce and eliminate stress in war veterans, people with autism, and elderly during bereavement, via pet/animal assisted therapy, movement therapy and art therapy

Corporate Consulting and Training

- Trained over 100 managers at **Ernst & Young** in working-from-home skills, increasing: job satisfaction employee retention, and the company's profits by over 70%
- Delivered a 100-hour training program to over 2200 **Showtime Cable** employees to foster awareness of diversity in the workplace, develop cross-cultural skills and improve work efficiency on all organizational levels
- For **General Electric, Procter & Gamble** designed customized training manuals and handbooks. Implemented policies and ergonomics guidelines, converting over 1000 managers into advocates for work-from-home programs. Doubled the productivity of over 9,000 employees
- Provided consulting to thousands of corporate executives on organizational development skills for: **Prudential, Merrill Lynch, Fidelity Investments, American Express, Capital One, and Charles Schwab**
- Trained thousands of managers at **Hewlett Packard, Microsoft, Sprint** and **AT&T** coaching skills to improve their teams' performance and outcomes

EDUCATION

NORTHCENTRAL UNIVERSITY Prescott Valley AZ. Ph.D. in Psychology, Dean's Honors, 2014

GOLDEN GATE UNIVERSITY San Francisco CA. M.S. Industrial Organizational Psychology, Student Government, '99

Hypnosis Motivation Institute Los Angeles CA. Hypnotist Certification, 2008

Success Resources Singapore. Finance Coach Training Certifications, NLP, Mastermind Facilitation, Coaching, 2005

Harv Eker International Bellingham, WA. Finance & Business Coach Training Certifications, 2010

Psychology Education Institute Italy. Teacher Diploma, 1995

Red Cross Italy. Training Certifications, 1989

PROFESSIONAL MEMBERSHIPS

International Coach Federation

American Society of Training Development

European Association of Work and Organizational Psychology

Organizational Development Network

Society Industrial Organizational Psychologists

Society Human Resources Management

Bay Area Applied Psychologists

National Speaker Association

Vistage, Chambers of Commerce, BNI, Rotary International, Toastmasters, and many more