

SERVICES

Progress in Work is an award-winning career management firm specializing in the legal industry that was founded by Sheryl Odentz in 2001. Its mission is to help attorneys and other types of professionals maximize their potential and “progress in work.” Progress In Work can be retained for the following services: business development training/coaching, executive/leadership coaching, outplacement/career transition counseling & coaching by law firms, corporations, and individuals. Progress in Work believes that every client has unique personal circumstances and stories, and, for that reason, coaches its clients one-on-one. Progress in Work helps clients stay organized, accountable, and moving forward. Progress in Work sends clients notes of key points covered during each coaching session, as well as commitments and actions to implement between coaching sessions.

Business Development Training & Coaching

Progress in Work helps attorneys build their practices through a structured approach that uses Consultative Selling techniques. Progress in Work provides interactive skill building training and uses attorneys’ existing clients, prospective clients, and referral sources as the foundation of each discussion. Progress in Work addresses a wide variety of business development topics (e.g., creating business development plans, building trust and credibility, presenting for impact, creating methods to stay top-of-mind, addressing objections and hesitations, developing long-term clients, and cross-selling) and has created a wealth of supporting materials that it uses in its discussions. Progress in Work uses a proprietary diagnostic instrument designed for attorneys to identify their strengths and weaknesses in Consultative Selling. To initiate the process, Progress in Work offers optional group training at retreats, and other conferences/events. This training is followed up by one-on-one coaching. Coaching generally occurs over a minimum of six months, with regular meetings held via phone, video conference, and/or at Progress in Work’s office in New York City.

Executive & Leadership Coaching

Progress in Work helps attorneys and other types of professionals enhance their leadership, management,

interpersonal, communication, and business development skills within their current organizations. Progress in Work implements action learning, a process by which clients use their own experiences to learn and change behavior in order to meet both their personal goals and the performance goals of their organizations. Progress in Work uses an array of leadership/executive coaching assessments and may conduct a 360-degree assessment in certain cases. These assessment tools provide a comprehensive view of performance and a clear guide for focused development. Coaching typically occurs over a six-month period with regular meetings held via phone, video conference, and/or at Progress in Work’s office in New York City. Progress in Work is available to meet at a client’s office when necessary.

Outplacement | Career Transition Counseling & Coaching

Progress in Work helps attorneys successfully transition to career opportunities that may be a better fit for them and conducive to career advancement. For more than 25 years, Progress in Work’s founder, Sheryl Odentz, has counseled and coached over 3,000 attorneys to help them successfully transition to positions inside and outside the practice of law. Progress in Work’s philosophical approach is to encourage attorneys to consciously drive and accept responsibility for the arc of their careers. Progress in Work customizes its assignments to meet each client’s individualized needs. The process starts with an intake questionnaire and career assessments, if warranted. It then progresses to job-search training and development of a personalized marketing plan. It ends with training in effective communication and negotiation upon receiving a job offer. Progress in Work has a proprietary career library, subscription databases, and business contacts to help support career objectives. Progress in Work also assists senior-level professionals, including those in human resources, recruiting, professional development and marketing, to successfully transition to new positions. Services typically occur over a six-month period; however, time can vary depending upon a client’s and/or organization’s needs. Meetings are held via phone, video conference, and/or at Progress in Work’s office in New York City.