



**Kira Callahan,**  
Executive Sales and EI Coach

As the founder of **Conversation Gym**, Kira Callahan is an expert in coaching high-achieving executives, managers and salespeople to connect with and persuade their audiences.

In the past seventeen years, Kira has facilitated workshops and personally coached over 5,000 professionals from front-line to VP. The lion's share of her work has been with professionals in the Retail Banking, Wealth Management, Investments and Insurance lines of business. Kira has deep knowledge of sales and retention, emotional intelligence, professional communication and internal coaching practices. She was a regular business blogger for the Huffington Post.

Selected clients:

**Allstate, Bank of America, Bank of Montreal, BMO Harris Private Bank, Bridgeforce, Charles Schwab, CIBC, Empire Life, Franklin Templeton, Freedom 55 Financial, Investors Group, John Hancock, Manulife, Northern Trust, RBC, Scotiabank, SunTrust, Sun Life, TDCanadaTrust and more.**

With a unique background in music, acting and corporate videography, Kira's approach is both creative and results-driven. Among her accomplishments she has:

- Designed training for and led team delivery of one-on-one coaching to over 300 wealth management professionals at BMO Harris Private Bank
- Coached hundreds of Branch Managers at TDCanadaTrust, CIBC, Scotiabank, RBC, and Bank of Montreal on handling challenging employee performance issues, motivating teams and increasing branch performance.
- Coached hundreds of Wealth Management Advisors and Business Bankers on building client trust and loyalty, gaining greater share of wallet and negotiating tough objections. Clients include Northern Trust, TDWaterhouse and CIBC Private Wealth Management.
- Coached thousands of Financial Advisors and front-line staff on how to deliver exceptional client experience and uncover and close sales opportunities. Clients include every major financial institution in Canada as well as Bank of America, TDBank, Citibank, Northern Trust and several other institutions in the United States.

In 2012, Kira launched **Conversation Gym** to provide effective, *practice-based* sales and communication workshops and coaching for professionals.

Working with Kira is powerful, enjoyable and will get you rapid results.

*In the two and a half months since we began working with Kira as a coach, we've seen a huge jump in confidence for our advisors. 50% increase in proactive calls, a 42% increase in talk time, along with some significant new sales. With a team with varying skills, gaps, and experience - Kira was able to customize her coaching to suit individual needs. I would highly recommend Kira to any advisor or firm looking to sharpen their skills. Thanks Kira!*

Katherine Heggie, Manager, Empire Life Advisory Services

*Kira Callahan just rocked our summer PD session! She's a dynamic speaker. The working session was fun, engaging, and highly targeted to our needs. It was a huge success!* Antonietta Tantalo, Director, MPI

*Wow what a difference 90 days can make with the right direction and help! Kira really knows the financial world - but from a different perspective. She's helped me with my prospecting on many levels - confidence, scripting, strategy, consultation.*

*She is so easy to talk to and has an incredible way of providing feedback. I finally have some serious momentum!*

John Cruise, Wealth Advisor, CK Wealth Management

Communication excellence, *seriously fun* workouts!