

Capability Statement



FocalPoint Coaching, Inc.
Gerald N. Covella, President
801 E. Grant Avenue, Vineland, NJ. 08360
609-364-6705 • jcovella@focalpointcoaching.com

Contracting Information:

• **DUNS:** 080991723

NAICS Applicable Codes: 541611, 541612, 541613,
541614, 551114, 561110, 611430

Professional and Management Development Training
Coaching and Leadership Training

COMPANY OVERVIEW

FocalPoint Business Coaching of South Jersey, LLC (dba Focal Point Coaching, Inc) is a leading provider of coaching and consulting services, specializing in leadership development, organizational effectiveness, and workforce optimization. As a member of a large international group of experienced coaches and consultants - with access to an award-winning, exclusive library of curriculum - we are dedicated to helping individuals and organizations unlock their full potential and achieve sustainable growth and success. Our work includes coaching services in both the public and private sectors, including government entities.

DIFFERENTIATORS

Proven Track Record: We have a track record of success in delivering impactful coaching and consulting solutions to clients across diverse industries and sectors.

Customized Approach: We tailor our coaching programs and consulting services to meet the unique needs and objectives of each client, ensuring maximum relevance and effectiveness.

Experienced Team: Our team of certified coaches and seasoned consultants bring a wealth of experience and expertise to every engagement, providing valuable insights and guidance to our clients.

Results-Oriented: We are committed to delivering measurable results and tangible outcomes that drive organizational performance and enhance individual effectiveness.

CORE COMPETENCIES

Leadership Development: Programs designed to enhance leadership skills, cultivate emotional intelligence, and empower leaders to inspire and motivate their teams.

Organizational Effectiveness: We partner with organizations to optimize performance, streamline processes, and foster a culture of collaboration & innovation.

Workforce Optimization: Tailored coaching solutions help individuals & teams maximize productivity, adaptability, and resilience in today's dynamic work environment.

Communication, Behavior and Collaboration: Specialized coaching in effective communication and team dynamics to create team collaboration and synergy.

Strategic Planning and Execution: Our consultants work with leaders to develop strategic plans, set actionable goals, and implement initiatives that drive long-term success and sustainable growth.

Conflict Resolution and Team Synergy: A proven process to eliminate conflict in the workplace and provide a platform for team members to realize their full potential.

Profitability Strategies: A unique Pathway platform allows our clients to maximize workplace efficiency to create a lean, powerful and profitable success model.

CERTIFICATIONS AND RECOGNITION

Certifications:

- Master Coach
- Executive Training
- DISC/EQ, EQi-2.0
- Navigational Conversations
- Trust Edge
- ProfitCoach Accreditation

- 2024 Nominee: Tri-State Consultant of the Year
- 2022 Campbell Fraser Award for Coaching Excellence • FocalPoint International
- 2020 Featured Presenter • FocalPoint International Conference
- 2019 Finalist for Delaware Valley HRA Consultant of the Year

CONTACT US

For inquiries or to discuss how FocalPoint can support your coaching and consulting needs, please contact:
Gerald "Jerry" Covella @ 609-364-6705 or jcovella@focalpointcoaching.com