



JUDY HISSONG | PRESIDENT

Nesso is the Italian word for connection. Since 2009, Nesso Strategies has provided coaching, training, facilitation, and speaking services. Our mission is to develop human capital while connecting people with strategic objectives. Headquartered in San Diego, our consultants are experts in designing and delivering client-specific training and coaching solutions. We partner with our clients to assess and exceed their organizational development needs.

## HOW WE'RE DIFFERENT



**92%**  
rate of  
return  
clients



**>2,500 Hours**  
training and  
facilitating team  
development



**>3,500 Hours**  
coaching  
leadership and  
management



**100% Licensed**  
Strength Deployment  
Inventory®  
facilitators



**Accredited**  
Professional Certified  
Coach by International  
Coach Federation



**Personalized**  
curriculum  
design

## RESULTS YOU CAN COUNT ON

This course really made me think about what I am doing and how I am doing it. I gained insight into things I need to do differently and how to approach them.  
-Clare O. (March 2017)

You were terrific and right on point. Your style and ease with an audience always makes for a great learning environment mixed with a lot of fun!  
-Robin B. (June 2017)

I've attended Judy's training sessions and had a chance to interview her for a podcast. She is beyond awesome.  
- Julia M. (Jan 2016)

Thank you for great reminders of the difference between management and leadership.  
-Amy H. (Jun 2015)

Her coaching style builds cohesiveness, trust, and awareness in a way that catapults individual performance to new levels. I recommend Judy without hesitation.  
-Steve W. (Oct. 2014)

The beauty of Judy's leadership was that we did focus on our challenges, but in a very constructive, unemotional and non-threatening way. Thank you for the excellent service and creating an environment that allowed us to have some hard conversations.  
-Cliff E. (Apr. 2013)

### COMPANY DATA

DUNS: 046041304  
CAGE: 71TW9  
Fed ID: 23-3233913  
CPUC LGBTBE, WBE: #14010001

CA SB (Micro): #1769600  
CUCP DBE: #42236  
San Diego ELBE: #14NS1107  
NGLCC LGBTBE: #10997

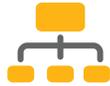
### NAICS CODES

\*611430 541612  
541618 541990  
541611 541614  
561110 611710

### REPRESENTATIVE CLIENTS



# HOW WE ADD VALUE



## LEADERSHIP DEVELOPMENT

**Emotional Intelligence (EQ):** EQ is the cornerstone of leadership. Clients that hone EQ build successful relationships, engage followers, and boost motivation to improve execution. We focus our training on understanding your primary motivation - people, process, or performance - to best develop you.

**Coaching:** Individual and team coaching enhances your learning by anchoring new knowledge in daily tasks. Coaching is a transformative, hands-on process that helps you improve relationships and build skills to meet your goals.

**Conversational Intelligence® (C-IQ):** We dive deeper into communication with the neuroscience of dialogue. Using conversational tools, we address how communication is improved in environments of trust, and practice building trust among attendees for sustained benefits.



## STRATEGIC BUSINESS DEVELOPMENT

**Strategic Planning:** We facilitate organizational growth and success by centering discussions on your goals and processes. Pre-session conversations start to create the environment so during the session you develop a clear vision while establishing accountability mechanisms.

**Meeting Facilitation:** Enhance your meetings and retreats with dynamic, client-focused support. Our facilitation keeps you on track to effectively tackle your objectives.

**Accountability:** Our focus is creating processes that encourage individual and team ownership of roles, responsibilities, words, and actions. This training develops a proactive and reliable environment where you and your people can do your best work.



## COMMUNICATION SKILLS DEVELOPMENT

**Strength Deployment Inventory® (SDI):** We facilitate your results of this tool revealing individual communication styles and team dynamics through an easy to follow visual tool. Communication styles impact the culture of your department, employee engagement, silos, and productivity. We develop your training session with you, ensuring the delivery of your results addresses your training objectives.

**Conflict Skills:** Interpersonal conflict costs millions of dollars each year in lost productivity, employee disengagement, and turnover. The SDI provides insight into conflict, styles, so you begin to successfully manage conflict for improved efficiency.

**Team Building:** Our interactive activities are designed to explore group dynamics and reveal communication and accountability challenges. Your teams benefit with stronger interpersonal skills so you can do more, in less time, often with fewer resources.



## HEALTH PROMOTION

**Work/Life Balance:** We help clients redefine “balance,” manage stress, and learn to manage their relationship with technology. We use exercises and hands-on learning to move from education to application.

**Mind-Body Connection:** Our programs address the impact of internal dialogue, the value of empowering language, and recognizing habits. We bring experiential activities to anchor learning and provide healthy alternatives to existing habits and patterns.

**Thriving in a 24/7 world:** Our approach to stress management is wholistic. We introduce strategies to manage technology instead of technology managing us, while practicing techniques to manage pressure.