

## About Exponential Results

### THE APPROACH

Executive coaching companies are everywhere. All promise dramatic, measurable improvements in the performance of their clients' executive teams and individual corporate leaders. They use varying methodologies, approaches, and tactics to achieve results.

Some of these firms are effective to a degree; some, not as much. The issue is that they approach executive coaching the same way: they do an assessment of the problem(s); offer strategies about how to solve the problems; and then present those strategies to the clients. They might even show their clients, in a cursory fashion, how to implement those strategies. It's a cookie-cutter approach that can show some results, depending on the coaches' expertise. But ultimately, the effect is minimal, because it's limited to the coaches' experience and thoughts.

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***Exponential Results' approach is backed by proven principles of neuroscience.***

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Exponential Results takes a different approach. Like the other firms, they perform many of the same tasks: assessment, solutions, execution, etc. What makes them different is the use of neuroscience in performing their services. Using a proprietary system called Power Pathways™, Exponential Results coaches are able to break through the obstacles that impede progress and render the coaching process ineffective. With Power Pathways – the company's patented form of creating new neural pathways, or new reactions, to long-standing issues - executives are able to “unravel thought patterns that cause repeated challenges.”



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## CHANGING BEHAVIOR

In other words, if you present great strategies and solutions to an executive or executive team, but they are not able to execute the strategies because of some mental obstacles or negative behavioral patterns, the program will not succeed. Ultimately, Exponential Results is helping its clients change their behavior patterns, with tangible KPI's to show for it.

Founder Karen Brown had seen all kinds of different coaching models and was always looking for something better, faster, and more permanent that would alleviate “backsliding.” When she



discovered and became proficient in neuroscience, she melded it in the coaching process. This helps Exponential Results answer the “why” questions behind each engagement – why the previous solutions didn’t work and why negative patterns are holding some executives back. It’s a new example of combining the strategic and the behavioral.

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***Removing mental obstacles and negative behavior patterns maximizes the client’s ability to soar – and succeed.***

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## GROWTH OPPORTUNITY

The real growth opportunity comes from the fact that Exponential Results truly is different from other business coaches and growth specialists. Exponential Results’ use of neuroscience in its coaching methods gives it an edge over firms that are offering coaching services based solely on strategic and tactical methodologies. The neuroscience model is a proven, behavior-based structure that shows a far greater incidence of measurable, permanent success.

Major media outlets have noticed this principle over the years. A [recent article](#) from *Forbes* explains the advantages of neuroscience-based coaching. And there are many more articles, some dating back a number of years. So the concept is not new but is gaining steam.

Another factor in Exponential’s favor is that the demand for executive coaching services in general is increasing. According to a [2021 article](#) in *Crain’s Chicago Business*, executive coaching is an \$8-billion industry, estimated to be growing at 8 percent a year.



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## *Exponential Results Fact Sheet*

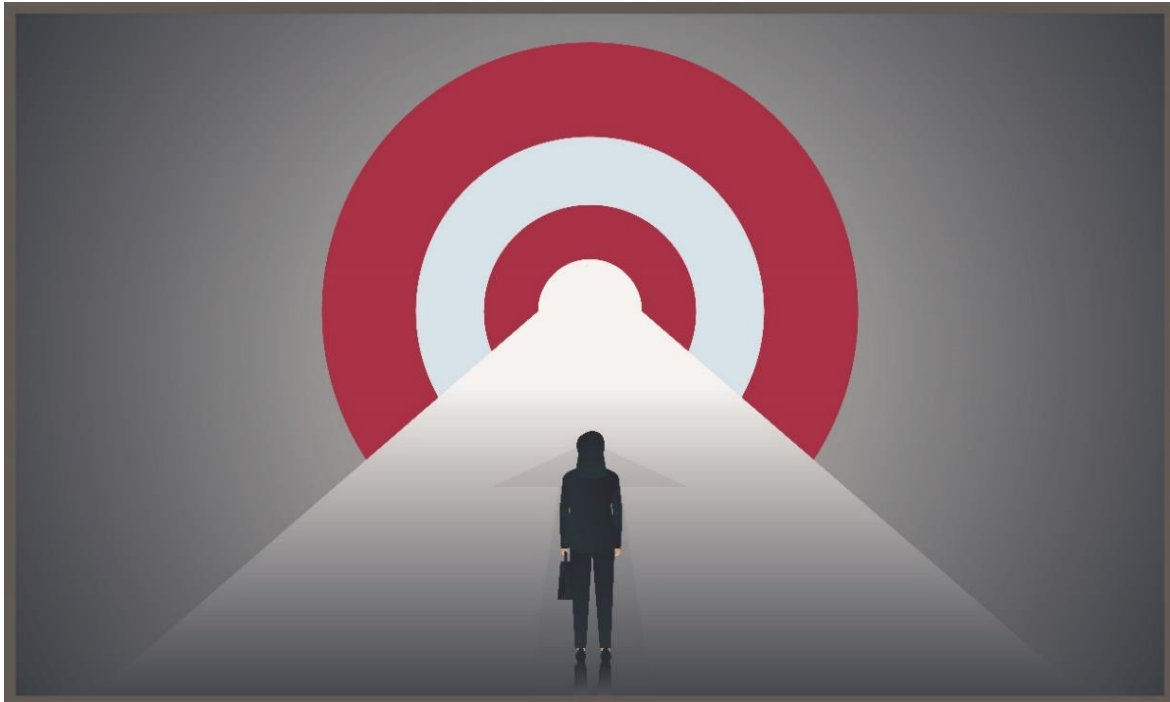
<b>PARENT COMPANY:</b>	Exponential Results
<b>CORPORATE HEADQUARTERS:</b>	Denver, CO
<b>PHONE:</b>	TBD
<b>COMPANY WEBSITE:</b>	<a href="https://www.yourexponentialresults.com">https://www.yourexponentialresults.com</a>
<b>FOUNDED:</b>	2012 (formerly Velocity Leadership Consulting)
<b>MISSION STATEMENT:</b>	“The mission of Exponential Results is to help expedite leadership development - and improve leadership performance - through the use of proven neuroscience techniques.”
<b>QUALIFICATIONS:</b>	Each coach has logged over 20,000 coaching hours and has been a corporate senior executive. They combine C-suite level business acumen and neuroscience expertise, to quickly develop leadership effectiveness that drives results.
<b>PRINCIPAL:</b>	Karen Brown, Founder and CEO
<b>OWNERSHIP:</b>	Privately owned, women and minority business

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## *The Power Pathways™ Method*

### **A PROVEN METHOD**

The Power Pathways™ method created and patented by Exponential Results is a proven method of using neuroscience to change behavior patterns, remove mental obstacles, and generate long-term change – and results. It is **Structured, Accountable, and Impactful.**



### **BETTER LEADERS**

The best way to move an organization forward is to create better leaders through development. People who aspire to work at the elite level – whether athletes, musicians, or leaders – need someone to challenge them, provide feedback, and hold them accountable.

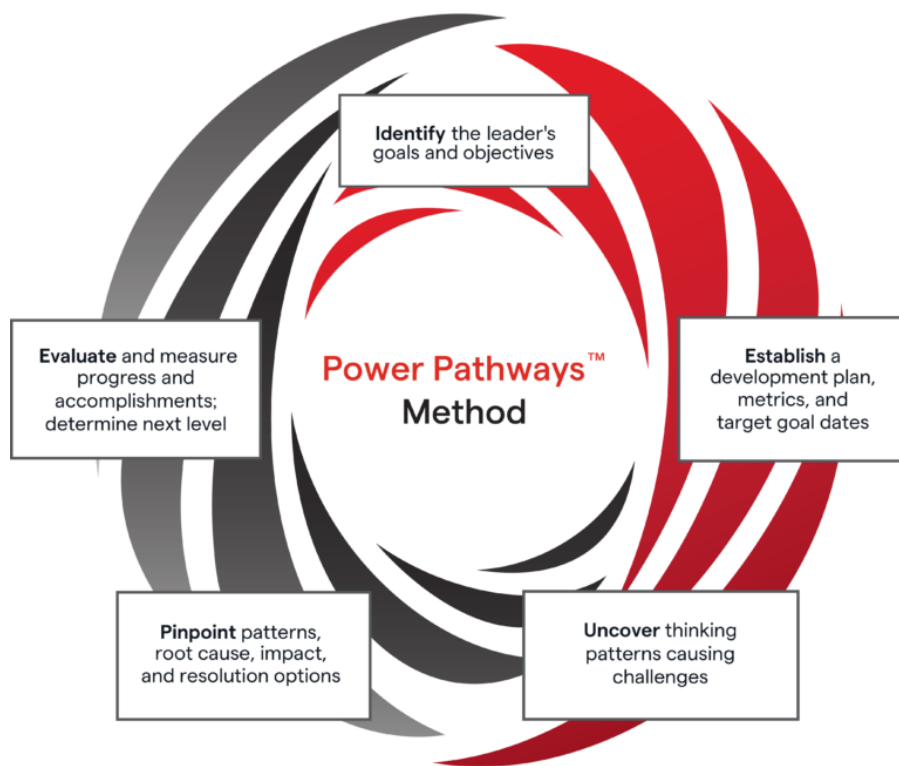
### **PROVEN DEVELOPMENT PROGRAM**

Developing elite leaders for organizations is especially critical today. Leaders face mounting pressure to deliver bigger results faster while integrating diverse workforces and dealing with hundreds of interruptions and high-stakes decisions every day.

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Without a structured program to follow, individual leaders will seek to improve skills on their own. The result is disunity and disparate approaches. Companies need to get ahead of these outcomes by providing a leading-edge, consistent, and proven unified leadership development program to their senior-level leaders and teams.

### SYSTEMATIC APPROACH TO GET SYSTEMIC CHANGE



Using neuroscience methods based on how our brains work, including the company's proprietary Portal/App, Exponential Results coaches uncover blind spots and transform the behaviors that hold leaders back.

The result is transformative change that lasts. Blind spots are growth edges, and when developed, good leaders become great, great leaders become elite. Exponential Results' Power Pathways Method helps identify these blind spots, which directly translates to achieving clients' goals and objectives — while creating long-lasting change.



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## Program Offerings

Using **SCIENCE** to make leaders more effective.™

Exponential Results helps senior leaders, executives, divisional teams, and business owners maximize their potential. Using our proprietary Power Pathways™ methodology, the leaders who work with us become more effective and perform significantly better. Exponential Results creates long-term impact. What's more, change is achieved faster and permanently because old patterns and habits are transformed.

Exponential Results offers five separate Leadership Development Programs, with the Power Pathways methodology at the core of each one. This allows clients to pick and choose the one(s) that will best address their current business challenges. These include:



### ACCELERATED COACHING FOR EXECUTIVES

Clients start achieving results rapidly – whether it's increasing business revenue, improved dynamics with your team, or solving demanding business challenges.



### NEXTLEVEL™ TEAM DEVELOPMENT

A proven way to dramatically up-level the performance of an entire team. Shift the company culture dynamic, corporate agility – and accelerate economic gains.



### ENTERPRISE TRANSFORMATION PROGRAM

A comprehensive, customized company-wide program. It represents a true investment in helping a company achieve unprecedented yet sustainable gains.

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## LEADERSHIP TALENT MANAGEMENT & CULTURE

Clients are taught how to optimize the way their company recruits, trains, and retains leaders. It's the "building block" for identifying and nurturing the leaders of a company's future.



## DIVERSITY, EQUITY AND INCLUSION

Companies can create deep and permanent change. They will build new, more inclusive behaviors that last by addressing the root causes of issues.

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## Executive Biographies



### **Karen Brown, Founder and CEO**

Karen Brown is the Founder and CEO of Exponential Results. She draws on 30 years of success as a corporate executive with over 20,000 hours of senior executive coaching experience. Years ago, Ms. Brown discovered the key to greater performance and effectiveness: identifying and addressing blind spots – the repeated thinking patterns that impede success. Using a professional coach and science-based methodologies of how our minds work, she busted through her own blind spots to achieve astounding results. Her discovery led to the creation of Exponential Results' proprietary Power Pathways™ method, based in neuroscience. She's also a focused athlete, having competed, as an amateur, in the Ironman World Championships in Kona, Hawaii and numerous ultra-marathon and triathlon events around the world. Ms. Brown is the author of *Unlimiting Your Beliefs: 7 Keys to Greater Success in Your Personal and Professional Life* (Morgan James Publish, 2018), endorsed by Brian Tracy. Ms. Brown has a B.S. in Applied Management from National American University, ICF Executive Leadership Coaching Certification, Master Practitioner of NLP and Behavioral Patterns from Association for Integrative Psychology.



### **Steve Roskamp, Div. Leader for NextLevel™ Team Development**

Steve Roskamp is the Division Leader for NextLevel™ Team Development (also known as RQ/Relationship Intelligence Quotient). He is recognized as the first Master Facilitator to engage virtual training and effectiveness in this program in the U.S. Steve has a lengthy career as a change facilitator and transformation coach in a variety of settings. He worked for over two decades as an outpatient counselor and organizational consultant, while leading one of the largest outpatient counseling centers in his community. After a move to Colorado and a break from the “people” arena, Steve stepped into the role of Talent Development Specialist for a technology company and owned a consulting company focusing on leadership blind spots, team development, and effective conflict management. Steve has a B.A. in psychology from Calvin College, and a master's in social work from the University of Chicago.

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***Mina Brown, Senior Coach***

Few professional coaches have the depth of executive leadership experience, coaching reputation, credentials, and positive impact that Mina Brown does. With more than 20 years in coaching, she has worked with hundreds of senior leaders in a wide variety of industries ranging from technology and healthcare to real estate. Before coaching, the first stage of her career was focused on corporate leadership, starting as an auditor with Price Waterhouse and progressing to become the CFO of a publicly traded company and the SVP and General Manager of its Aerospace Division. Ms. Brown is an ICF Master Certified Coach (MCC), a Board Certified Coach (BCC), and a Master NLP Practitioner. She has her MBA from Vanderbilt University, and a BBA in Accounting from Eastern Kentucky University.



***Joanne Schlosser, Senior Coach***

Joanne Schlosser is a management consultant, coach, speaker, and facilitator who works with high-performing leaders to accelerate their careers, teams, and organizations. She has 30 years business leadership experience working in the healthcare, manufacturing, hospitality, high tech, entrepreneurial, non-profit sectors, and more. Ms. Schlosser has delivered thousands of high-energy keynotes, retreats, and presentations on various leadership topics. She is the co-author of the “*Big Book of Team Coaching Games: Quick, Effective Activities to Energize, Motivate, and Guide Your Team to Success.*” Ms. Schlosser is an ICF Professional Certified Coach (PCC), and a Senior Professional in Human Resources (SPHR) Certification. She has a B.S. in Production Operations Management, as well as an MBA, both from Arizona State University.

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