

Case Study



Wise Property Care Ltd is Scotland's No.1 Preservation Company providing free specialist surveys for dry rot, wet rot, rising damp, woodworm, basement waterproofing and tanking, and the draught proofing of sash and case windows, operating through a network of 5 offices.

After a period of good growth the business had started to plateau. At the end of 2006 they decided to accelerate their growth by investing in developing their management team's capabilities and asked us to take their 6 Managing Surveyors through **The Dynamic Leader** programme.

Their involvement in **The Dynamic Leader** helped them to take a step back and truly lead and manage the business. This has transformed their leadership abilities and significantly impacted on the company's sales and profit performance with sales up 26% and profits up 100% year on year.

Managing Director, Les Meikle commented:

“The Dynamic Leader has certainly changed our managers mind set, most notably in dealing with confrontational situations and achievement of company goals. . . . Wise are now well positioned to achieve its dynamic growth targets with modern leaders as opposed to simply process managers”