



Beth Masterman
Certified Executive Coach, ACC



TTI SUCCESS INSIGHTS



Beth specializes in working with professionals who have risen to a level of authority through technical expertise, natural gifts, succession plans, or influence. Some have not had formal leadership training or coaching. Others want to refresh their awareness and further develop leadership skills. When Beth works with leaders, groups, or teams, goals are reached, performance improves, insights emerge, and sustainable shifts are established.

- One-to-One Executive Coaching
- Team Coaching and Development
- Group Coaching
- Leadership Training
- Workshop Facilitation
- Professional Development

AWARENESS BUILDING

By cultivating deeper awareness of behaviors, motivators, values, preferences, and blindspots, Beth helps individuals improve the quality of their professional lives and heighten their efficiency and impact. Her program consists of both proprietary methods and proven assessment tools to inspire insights and support clients' development of new skills, strategies, habits, perspectives, and techniques.

Beth works with individuals, groups, and teams on self-awareness, leadership behavior, effective communication, listening, delegation, difficult conversations, and other skills essential to being a fully engaged, well respected leader, team member, and communicator.

Using a customized blend of assessments, one-to-one executive coaching, with teams and groups, Beth guides each senior leader and their teams through a process resulting in new perspectives which augment organizational and professional leadership, success, and enjoyment at work.

ADDITIONAL SERVICES

Beth is also available for workshops, and customized 360-Assessments. Other assessment tools include Myers-Briggs, DISC, Motivators, Competencies (TTISuccess Insights®) assessments, Values Clarification, HeartMath Resilience training, and more.

ABOUT BETH

Beth earned a J.D. from Boston University School of Law, a M.A. from Boston University School of Psychology, and a B.A. from Wesleyan University *cum laude*. She was awarded the Walkley Prize for "excellence in psychology for best work embodying original research." Beth earned a Graduate Certificate in Executive Coaching from William James College, and is an PCC Credentialed International Coach Federation practitioner.

Prior to establishing Masterman Executive Coaching, Beth served in multiple advisory roles for business owners, senior executives, board committees, and elected officials. Her roles covered a broad range including: project management and implementation, providing state, local, and executive lobbying, strategic communication services, drafting of legislation and testimony, and government and community relations.

As an Executive Coach, Beth has worked in the fields of: Affordable Housing, Accounting, Banking, Business Associations, Energy, Entrepreneurship, Environmental Compliance, Fitness, Higher Education, K-12 Private Education, Real Estate Development, Law and the Judiciary, Non-Profits, and more. Presently, Beth is on the Board of Directors of the International Coach Federation of New England serving as Vice President of Events and Logistics. In the public sector, is an Associate Member of the Zoning Board of Appeals in Lexington, MA .and was a Town Meeting member for six years. Beth worked as General Counsel to Massachusetts State Senator John D. O'Brien, and as an Assistant District Attorney in Norfolk County for William Delahunt. Beth serves as a Group Leader for ProVisors – Boston. She and her husband live in Lexington, MA.

ENDORSEMENTS

"I am grateful to have found Beth and Masterman Executive Coaching. Her gentle but direct style was welcoming and I identified barriers that I was able to overcome allowing me to grow as a leader, manager and person. We worked on setting goals with measurable outcomes, which I did achieve. Beth's ability to deeply listen, then provide feedback in a non-judgmental way, allowed me to find my voice and speak with better clarity. Beth's coaching also guided me to handle difficult conversations and ask better questions. I highly recommend Beth as an executive coach."

Karen Norton
Executive Director of Integrated Marketing and Communications
Bunker Hill Community College, Boston, MA

"Beth greatly helped me to better understand what motivated and drove me professionally, and guided me through a difficult situation and decision. Her ability to relate to me on a personal and professional level made Beth a very trusted advisor. I would highly recommend her to anyone that is either transitioning into an executive leadership role for the first time or is already in the role but needs help with moving to the next level in their career."

Jay Gamble Sr., Project Manager
Gas Engineering Leader

"Beth is a defines what a coach should be in every sense of the word. Creative, intelligent, empathetic, and non-judgmental. Her high standards and make you accountable, and still allow you to operate and make decisions in your comfort zone! One outcome from working with Beth, is that my business and I are now stronger and more efficient."

2018 John Dustin, CEO
JED Insurance and Financial Services Agency

"Beth skillfully guided me through a "360" review while NEASC was immersed in a strategic planning process that challenged its mission and future structure. She turned what could have been a very difficult process into a positive, prospective exercise in aligning my strengths with the future direction that the organization needed to go. I was energized by the experience and found her executive coaching to be insightful, focused and extremely beneficial to my leadership style. The NEASC Board and I were very appreciative of her service and won't hesitate to utilize her services in the future for similar assignments. I recommend her executive coaching support wholeheartedly and would be happy to discuss her work in greater detail if asked."

Cam Staples, President/CEO
New England Association of Schools and Colleges ("NEASC")

"Beth has a gifted insight and innovative way at looking at and solving problems. She expertly customized her approach to fit my personality, enabling me to achieve great success with the confidence I needed to meet an onslaught of new challenges"

Bob Garvin, Health Reporter / Internet Radio Broadcaster /
Podcaster / Educator, National Academy of Sports Medicine /
Personal Trainer, Twitter, BodyTalk Podcast

"I can't recommend Masterman Executive Coaching enough. Beth Masterman recently assisted me in preparing for an interview as part of a federal judicial nomination process. She was remarkably keen and insightful as to how I should conduct myself in the interview and assisted me in preparing for my opening remarks as well as responses. She gave me the confidence to be myself and accentuate my strengths during a rigorous interview process. I attribute my success in the interview process, and importantly, my enjoyment of the process, to Beth's guidance and support."

R.R. Florida presiding
Federal Judge

"Beth greatly helped me work to better understand our business values, re-establish our team goals, and sharpen our business direction at a valuable turning point for our company. The patience, personal experiences, and thoughtful direction she brought to every meeting made me feel empowered and provide me with skills to better grow our business. Not only was her meeting time valuable but she provided follow-up, recaps of our meetings, and information relative to my industry. I will be continuing our journey!"

Jesse Keene, Founding Partner,
Summit Health + Fitness and Firefly Yoga

"The biggest impact Beth has had on my professional development is to heighten my self-awareness as I navigate through my day. I am much more focused on what I want to accomplish, why and how as I face each task. It has made me more efficient but more importantly, more effective. Beth was persistent in holding me accountable based on our previous sessions. She never let me get away with a short answer and pushed me to elaborate and drill deeper on the issue. This made our process far more valuable and meaningful for me. I admire Beth's easy-going style along with her honesty and commitment. She was equally committed to my success as I was and that made me want to work harder."

Robert F. Gorton, CPA/CFF, Founder Gorton & Company
A full service CPA firm; litigation and forensic accounting
for business and marital disputes

"With over 25 years of public higher education administration experience behind me I thought I knew my professional self fairly well...and then I underwent a 360-Assessment and discovered so much more. Through sensitive yet deliberate coaching, Beth helped me examine my "work self" and understand not only those traits that need work, but also those that I took for granted but were actually very special and highly valued. If you are lucky enough to be offered an opportunity for executive coaching, you would be fortunate to work under Beth's guidance."

Dr. Amie Marks Goodwin
Interim Provost and Academic Vice President (Retired),
Salem State University

"Beth Masterman gets my highest recommendation as an executive coach and mentor. Her remarkable ability to diagnose and comprehend complex workplace environments has transformed my thinking and heightened my self-awareness. Working with Beth has been an extremely positive experience for me; she opened my eyes to things that previously were not in my line of sight, helped me gain greater mastery over my emotions, educated me on how to influence other perceptions, and greatly improved my leadership skills. The ability to discuss specific situations with a trusted third party and receive pertinent, genuine feedback that is sensitive and purposeful has been invaluable to me. I enthusiastically endorse Beth Masterman for your executive coaching needs; she is a great mentor and is committed to helping you achieve your goals."

Mark Kelly, CFA, CFP Senior Vice President
Citizens Private Bank and Trust at Citizens Financial Group, Inc.

"The experience I had working with Beth Masterman as my executive coach was profound enough that I gained a genuine appreciation of her talents and abilities and wanted to share my experience with others. Beth's unique ability to recognize, understand and relate complex business relationships through he use of targeted exercises was refreshing and at times difficult. But, the work we did together resulted in a significant shift in how I defined success in my workplace and at home. Beth was skill fully adept at helping me focus on what I needed to accomplish during our time together. I gained tremendous value and benefit from the work we did and would recommend Beth's services to anyone looking to elevate their level of thinking and leading in the workplace. She helped me to rediscover who I am, why I work, and helped me develop a path to bring those two things back together again. Thank you Beth!"

Kristine Lesso, SSP, Senior Director
Environmental Health and Safety at Jabil