

Health Insurance Leadership Development

THE CHALLENGE

Over the last few years with increased competition, cost pressure, rising insurance rates nationally, operating model changes and increased climate commitments, senior Executives in health insurance have drawn on Exec Ascend to help build high performing senior teams and deliver leadership coaching and leadership development programs within the health insurance sector.

"Lisa possesses a unique skill set and has been instrumental in helping me navigate the challenges and demands of my professional life.

One aspect that truly impressed me about Lisa was her ability to provide balanced coaching techniques. With her expertise and guidance, I was able to approach difficult conversations with confidence and find constructive solutions.

I greatly appreciated Lisa's flexibility in her approach and time schedule. She always accommodated my busy schedule, ensuring that our coaching sessions were convenient and tailored to my needs. I wholeheartedly recommend Lisa to anyone seeking a knowledgeable, supportive, and results-oriented executive coach."

Cale Urwin, General Manager
Bupa 2023

THE RESPONSE

Exec Ascend draw on deep health insurance experience, gained through internal roles at Medibank Private and a strong understanding of the health insurance industry.

We focus on building strong leadership capability, with a combination of individual and team coaching & team workshops, deep dives, supported by evidence-based diagnostic assessments. We deliver powerful insights with a willingness to support our clients to have bold conversations to drive speed, accountability, unlock barriers and deliver at pace.

Our key work includes helping executives & leadership teams to;

- Bring strategic impact linking to business goals
- Identifying measures to accelerate execution of enterprise programs
- Creating leadership resilience of leaders and teams
- Strategies to adapt to changing business/ market conditions
- Leading in high stress, high risk environments
- Creating broader culture of accountability
- Proactive partnering with the business to balance business and customer requirements
- Creating alignment of technology and operational and functional teams for customer and member outcomes

THE IMPACT

Our clients have achieved strong and sustained improvements in leadership capability and high-impact organisation outcomes.

Key metrics tell a compelling story of critical leadership behaviours and mindset shifts including improved performance, shared clarity, alignment, collaboration and decision-making.

"I cannot recommend Lisa highly enough - she is fabulous! I found her approach and insights not just helpful, but truly motivating and thought provoking. Lisa has a background in psychology as well as significant experience in senior executive coaching. The mix of these combined with her open and honest approach helped me to reevaluate the way I was operating. Our time together was extremely valuable, and I can definitely say that I have a different attitude as a result"

Alana Fineman
Group Financial Controller
Bupa 2022