



DAN HAILE, PCC, Executive Coach

Today demands a new kind of leader.®

CASE STUDY

Facing multiple federal indictments, this commercial real estate investor needed new tools to prepare him to survive, overcome, and ultimately succeed again after trial.

Commercial Real Estate Investor Robert Blagojevich

Coping with immense pressure while defending against felony charges and running a business

Challenge

In 2009, successful business owner Robert Blagojevich was named as a defendant in the criminal trial accusing his brother, then-governor of Illinois Rod Blagojevich, of attempting to sell Barack Obama's former Senate seat to the highest bidder. Facing an astounding 96% Department of Justice conviction rate, Rob was in the fight of his life to maintain his innocence, freedom, and livelihood.

Haile Coaching & Leadership Solution

At the time Rob and Dan met for their first session, Rob had completely lost his sense of control over his life. He was unable to envision a future for himself beyond the trial, and he admittedly was skeptical of any coach's ability to help him. But the investment Rob made in working with Dan paid off: Dan helped Rob regain his sense of self-efficacy by collaborating with him on the development priorities and strategies he used throughout the high-visibility trial, as well as helping Rob develop a new mental framework to use such a traumatic experience as a tool for growth. Dan continued to help Rob even after the charges against him were dropped, partnering with Rob to help him regain his mental focus, business acuity, and energetic drive.

Outcomes

In addition to being cleared of all charges, Rob has used the skills he gained from working with Haile Coaching & Leadership to return to a successful career:

- His memoir, *Fundraiser A: My Fight for Freedom and Justice*, was published in the spring of 2015 to critical and public acclaim.
- Rob now speaks at law schools and legal conferences across the country.
- His commercial real estate business has returned to profitability and experienced its strongest years yet in 2014, 2015, and 2016.
- Rob credits Dan with helping him to see the trial and its accompanying consequences as learning opportunities that have subsequently enhanced his life and career in ways he never could have imagined: "Dan was instrumental in helping me to face two years of trial work, over \$1 million in legal fees, and a 96% conviction rate, so that I could walk away from that experience with my life intact."

