



Watergate Bay Hotel And  
Extreme Academy  
Case Study



### The Brief

One of the UK's premium hotels, Watergate Bay is a highly successful and established business with ambitious plans for growth. The leadership team sought to prepare themselves for the future development of the business. Tinder-Box assisted them to understand how they work together and to identify future strategies for more effective working as individuals, as a team and as a business.

### The Approach

A six month business coaching programme was designed. This consisted of a series of 1-2-1 coaching sessions, group sessions which focused on supporting them to work effectively as a team and business strategy sessions to help them to identify and implement their vision for the future growth of the business.





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## Measurement

- Strategy with milestones created for proposal to the board
- Implementation of new ways of working
- Business development opportunities identified
- Turnover and profitability of the business

## Results

The business and leadership team has a clear and defined agenda for the growth of both the business and of the people. Operating highly effectively, the team has seen continued growth in business and has just successfully opened The Coach House, a significant extension to the Watergate Bay hotel offering.

