



Melanie Parish, Founder, Sage Portfolio Group



Growing up in New Mexico, Melanie Parish knew no ethnic majority, and saw firsthand what collaboration and diversity give a culture. This experience and appreciation is embedded in her work in organizations and as founder of Sage Portfolio Group, specializing in helping people work together, work in teams and function optimally as an organization.

As a child, Melanie was always a go-getter as the top seller of Girl Scout cookies and calendars, had the most pledges at the local MS walk-a-thon, and sold greeting cards for “fun” (and spending money) during summer vacations. She studied Communication at the University of New Mexico, and was fascinated by small group theory and intercultural communication classes.

After graduation, Melanie spent 10 years in the greater Denver Colorado area excelling in sales. She worked for Fortune 500 company, generating \$500,000/mo in revenue and opened several new territories for a local food distributor. And she didn’t stop there. Melanie was consistently a top office producer in the financial services industry and served as Director for a federally funded non-profit.

In 1998, Melanie became a coach. People consistently hired Melanie as a coach because they wanted to improve sales, become better leaders and become more successful in their working lives.

In 2002, Melanie moved with her husband to Dundas, Ontario, Canada, starting Sage Portfolio Group (SPG) in 2005. SPG combined her background in sales, marketing and communications with coaching, and desire to work with larger organizations. Today, Sage Portfolio Group works with clients in both the U.S. and Canada, many of which are international companies.

Melanie recruits top coaches and puts them through a rigorous hiring process. She looks for strong corporate or organizational experience, higher degrees, excellent coach training and experience. They must also pass an individualized test, meeting Melanie’s strict standards.

Drawn to helping people in organizations improve the way they work together, hire, and lead others, Melanie believes there is nothing more fulfilling than a person working well at a job they love. She is passionate about helping individuals and companies find and work within their “sweet spot”, and



committed to giving people the skills and guidance to navigate tough corporate relationships better.

One of the rarest and accomplished coaches in the world, Melanie is a professional certified coach through the International Coach Federation (ICF), a Certified Professional Co-Active Coach through the Coaches Training Institute, and an Organization and Relationship Systems Certified Coach through the Center for Right Relationship (member of the first certified group).

Melanie is the author of Sage Portfolio Group's selling program "Deep Selling" and an accomplished, award-winning Toastmaster and professional speaker, speaking at regional, national, and international conferences. She has competed, and won, at several levels in both Humorous and International speech competitions.

Melanie and currently lives in Dundas, Ontario with her husband and three children on two acres overlooking the Niagara escarpment.