

# Coaching Programs

## Coaching Introduction -

Leaders need someone to be a thinking partner to develop their "diamond in the rough" ideas before going public with them.

Business owners need a network of out-of-box thinkers to discover what their "next level" can be. You can understand why 9 out of 10 businesses fail within their first five to seven years when you see owners trying to go it alone. A recent study identified 83% of those failed businesses NEVER sought insight, advice, or opinion from anyone outside of their business. No wonder King Solomon wrote almost 3000 years ago "plans fail for lack of counsel, but with many advisers they succeed." (Proverbs 15:22)

Business coaching provides the learning environment and community true leaders crave. In life you have two choices, you can either choose to grow or start to die. An old Chinese proverb states, "you are either rowing to your destination or drifting toward the rocks." In life there is NO middle ground. When you choose to stop and rest, your business muscles atrophy quickly by stiffening and locking up. Daily, you must continue to add weights and seize each opportunity to build and grow your business. Extraordinary results are possible when you have a coach.

Who do YOU have in your life to discuss business that does not have an invested interest in the direction of your decisions?

Our high impact programs are:

### Discovering Excellence Within -

Our most requested and sought-after program. This program produces the greatest breakthroughs and results available since we are working on your business instead of working in your business.

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We begin with a business assessment to define "what's so" and create a benchmark to work from to realize the future of your business. We will meet together each week to measure results, have discussions to strategize and define critical next steps.

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Discovering Excellence Within Full-time business coaching is an extraordinary relationship between two or more people committed to a common goal or future -- your excellence and your possibilities.

### Maintaining Excellence -

Our next program is individualized coaching for businesses and professionals looking for a tune-up. This program produces good results and we meet twice a month. Business results are best realized after a business has obtained a

level of excellence where fine tuning "under the hood" is all that is needed to keep the business and management team focused on excellence.

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We will also begin with a business assessment to define "what's so" and create a benchmark to work from to realize the future of your business. We will meet together every two weeks to measure results, have discussions to strategize and define critical next steps.

Maintaining Excellence business coaching can be the answer for those looking for coaching at a lower investment cost and time. ^ ^

Group Coaching -

Finally one of our personal favorite programs, our small-group coaching is the way you can increase your profits while enjoying the lower investment cost. You also get the benefit of the support of the other business owners.

In group coaching, it is important to experience trust and open communication. We will create a safe environment and place for you to enjoy new ideas, relationships with other business owners, understand business solutions from new perspectives and the beauty is you can apply them within your business that afternoon. Each meeting will focus on an area of business that has created headaches for owners when they are on their own. • With group coaching, you will never have to be alone again.

Studies conclude that businesses which utilize coaches enjoy a 500% greater chance to make it to their fifth-year mark. To learn more about group coaching, please call us at 916.541.9161 or send us a comment from the "Contact Us" page.