



Module 8: Business Building: Class #1

PREPARING THE GROUND FOR A FULFILLING PROFESSION

WHAT YOU NEED TO CREATE A THRIVING COACHING BUSINESS

1. DO YOUR _____ WORK. _____ YOURSELF
2. _____ YOUR _____
3. CREATE SOMETHING _____
4. BUILD YOUR _____
5. _____ YOUR SERVICES
6. _____

By doing the above you will start creating your circle of _____

TALKING ABOUT YOU – AS A PERSON

- YOUR LIFE'S _____



• AREAS WHERE YOU ARE _____ OR HAVE _____

• _____ YOU ARE MAKING ON YOURSELF

TALKING ABOUT YOU – AS A COACH

• WHAT IS THE _____ FOR YOU OF YOUR COACHING BUSINESS?



- **WHAT DO YOU FEEL _____ ABOUT?**

- **WHAT _____ DO YOU HAVE THAT YOU'D ENJOY USING WITH CLIENTS?**

- **WHAT IS YOUR _____ EDGE? WHAT DO YOU NEED TO _____/_____?**



- **WHAT ARE YOU CURRENTLY WORKING ON IN YOUR LIFE THAT MIGHT BE A TOPIC THAT YOU COULD _____ WITH OTHERS?**

- **WHAT FORMATS ARE YOU CURRENTLY USING TO _____ CLIENTS?**

- **WHAT _____ FORMATS WOULD YOU LIKE TO BE USING?**

- **HOW MANY CLIENTS DO YOU WANT TO _____ EACH MONTH? VERSUS WHAT YOU ARE CURRENTLY _____?**



- **HOW MUCH ARE YOU CURRENTLY _____? HOW MUCH DO YOU WANT TO _____?**

- **WHAT IS THE _____ YOU'D LIKE YOUR COACHING BUSINESS TO _____?**

- **CREATE A SINGLE STATEMENT THAT CLEARLY ESTABLISHES WHAT MAKES YOU _____.**



Be _____ to yourself and notice how you _____

OFFERING YOUR SERVICES

You should put yourself and your work out in the world, by replacing the perspective of _____ with a softer perspective of _____ from your _____ level. There is only one condition where this method will not work – If you aren't _____ behind whatever you're promoting – be that yourself, your products and services, or your vision.



THE QUESTIONS TO ASK YOURSELF ARE

Is your business, your service, and what you're about, something you truly _____ in?

If so, can you see its _____ to others? What is the _____ or _____ for others?

The first thing to be in place is that you are _____ or you have _____ that you take a stand for; something you find _____.

And you serve others by _____ it in a way that is _____ and _____ to self and others. This is going to be a way for you to feel good about sharing what you're about, and in a way that comes from _____ and your _____ values. This is a time to remember you get to do it your way; a way that _____ good to you.

_____ is the part of us that comes from higher _____, _____ and offers a _____ contribution. "Selling" is sharing: simply offering your product or vision in such a clear and inviting way that causes people see the value in it for themselves.



MAKE SOME IMPORTANT COMMITMENTS TO YOUR BUSINESS:

- **WHAT IS YOUR _____, WHAT IS THE _____ YOU PUT IN YOUR BUSINESS?**

- **WHAT IS YOUR _____?**

- **WHAT IS YOUR _____ FOR YOUR COACHING?**



- **WHAT IS THE BOTTOM _____ YOU WANT TO FEEL AT THE END OF THE YEAR?**

PUT YOUR BIOGRAPHY DOWN!

- **WHO ARE _____ ?**

Where you _____	Where you are _____



- **WHAT ARE YOU GOING TO _____ ME?**

COLLECT CLIENTS TESTIMONIALS

- It builds your own _____ and your _____
- People always want to see other people _____

TASK OF THE WEEK

- What do you want your bio to _____?
- _____ with whatever is in your bio. Feel alignment with your dreams, and when you get to that momentum, take action!