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Patrick Williams is a

long-serving life

coach and founder of

the Institute of Life

Coaching (ILCT). He

has previously written

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coaching, and this, his

third book, is a deep

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the coaching journey.

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So your first coaching
session is primarily all
about clarifying how
you will work together
as coach and
coachee – what
commitments are

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expected from both sides, including style of coaching (e.g. how does the coachee wish the coach to respond if they fall behind on their goals, how challenging do they want you to be?), 'rules' regarding missed or late arrivals to sessions and addresses issues of confidentiality etc.

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This stage really is crucial as it forms the foundation of a ...

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Whether you're a first-year coach or a seasoned veteran, the children on your team will remember you and their sports experience for the rest of their lives.

Your First Coaching Book will help ensure that these memories are happy ones.

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Have you ever wondered how to become a life coach but found yourself thinking: "What if I fail or am not good enough?" "What kind of coaching can I do?" "Where should I even start?" If so, you're in the right place. The authors of *Make Money as a Life Coach* get it. They

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Know what it's like to navigate the world of online business and coaching. After considerable learning and several wrong turns, they've both gone on to create successful coaching businesses. Now, they want to help you do the same. Because here's what nobody tells you.....

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Becoming a life coach doesn't have to be difficult. All you need is a phone, an internet connection, and a deep desire to help people. Yes, there are a lot of steps you can take to become a life coach. But you don't have to do all (or many) of them. And you certainly don't need to do everything

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when you're first starting out. In this

book, the authors cut through the noise and show you exactly how to:

* Identify your ideal coaching niche - So

that you feel confident in your offering and become the coach

that you were

designed to be.*

Define your marketing

strategy - To attract a

strategy - To attract a

strategy - To attract a

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Confidently conduct a
discovery call - So
that you sign your first
paying clients as
quickly as
possible. When you
follow the steps in this
book you'll not only
start your business,
you'll also sign your
first paying client(s) in
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days. Imagine how
your life will change
when you're doing
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meaningful and
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and your sanity. You
don't need to keep
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men's team, leading it to a national championship in 2012 and the championship game in 2014, all while dealing with the realities of the "one-and-done" mentality and an NCAA that sometimes seems to put players last. Filled with revelatory stories about what it takes to succeed at the

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highest level of the college game, *Players First* is a candid look at the great players and rivalries that have filled Calipari's life with joy and a sense of purpose.

Learn the simple secrets to creating a sustainable coaching practice from Master Coach Peter Freeth.

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GOOD, IT SHOULD
SELL ITSELF"

Maybe, but then what advantage would you have over your competitors? We live in a noisy world. You can either speak up and make sure everyone knows how amazing you are, or you can fade into the background.

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"CLIENTS DON'T

LIKE BEING SOLD

TO" Maybe, but they
also want a

professionally

managed process,

and before your client

gets to discover how

good you are as a

coach, they must first

experience how good

you are as a

salesperson. "I WANT

TO SPEND MY TIME

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COACHING, NOT

SELLING" Then

you're in the wrong line of work. Spend your time applying for employed coaching jobs - you'll find them.

But if you want to be the master of your time, if you want to enjoy all of the benefits of running your own business, you know what you

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Coach Peter Freeth
shares his 20 years
experience in building
a successful coaching
practice to enable you
to create and grow a
sustainable business,
supporting the
lifestyle you want with
client relationships
that deliver long term
mutual value.

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modify to suit your

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is a complete toolkit of

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advice that will equip

you well as you enter

the coaching field.

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Handbook is the essential guide for life coaches, and a key sourcebook for NLP practitioners, human resources managers, training professionals, counsellors and the curious. Curly Martin is a professional life coach, author, trainer and internationally qualified NLP Master

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for more than twenty
years, her clients

include celebrities,

CEOs, directors and

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The single most

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powerful questions. In

this volume, master

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Stoltzfus joins with 12

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like options and

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with a number of
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practical advice of

how to both develop

and implement your

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set up a coaching

business? How do I

find clients? How do I

market myself

successfully? If you

are considering these

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coaching market is

thriving but many

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coaches make the mistake of starting too broadly when the secret is to find a

niche - but how do

you do this? How do

you find your natural

clients? How do they

find you? What should

you charge? Should

you have an office or

can you work from

home? Start-up costs

are never as minimal

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as they might look, so how do you sustain yourself while you are building the business?

It is essential to promote your fledgling business but which methods work and which are just a waste of time and money?

You must have a web site but what should it contain to carry the right message about

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your coaching practice?

Then there is the whole question of selling - a process many coaches dread but which has to be done because word of mouth on its own will never generate enough clients to earn a decent living.

Finally, how big do you ultimately want

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your business to be?

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