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## **Coaching & Consulting** As An Income Stream

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## What's The Difference?!?



- Coaching
- Consulting
- Mentoring

## Coach



"Partnering with clients in a thought-provoking and creative process that inspires them to maximize their personal and professional potential."

Source: ww.CoachingFederation.org

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## Coach



- Discover, clarify, and align with what the client wants to achieve
- · Encourage client self-discovery
- Elicit client-generated solutions and strategies
- Hold the client responsible and accountable
- The Assumption is that individuals are capable of generating their own solutions, with the coach supplying supportive, discoverybased approaches and frameworks.

Source: www.CoachingFederation.org

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## Types of Coaches

### • Executive Coaches:

Coaching for top-level management to improve strategic decision-making and leadership.

### · Business coaches:

Coach people in their work on professional issues. They often work with managers inside a company and may also coach teams.

### Life Coaches:

A life coach deals with the client's life in all its dimensions – personal and professional, health and relationships.

## **Types of Coaches**

Career coaching
A career coach specializes in coaching people who want to find a job, change career, or get back into the job market after a break from work.

## • Health/Wellness Coaches

Facilitates healthy, sustainable behavior change by challenging a client to listen to their inner wisdom, identify their values, and transform their goals into action.

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## **Consultant**

- A human instruction manual that helps with your how-to needs.
- Diagnose problems and prescribe and, sometimes, implement solutions.
- An individual may end up hiring different consultants for different needs.

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## Mentor

- Already reached a goal that you have set for yourself. It's a person whose footsteps you wish to follow.
- Offers advice that is based on her own experiences, strengths, and resources and The mentor offers a path that worked for her, that might work for the mentee as well.
- May be available to work with 1 on 1 or they assist through seminars or classes.

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Do You Need a Certification?	
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International Coaching Federation	-
www.CoachingFederation.org	
www.codennigrederation.org	
International Coaching Community	
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Other Certifications	
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Diagnosing Your Client	
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The Coaching/Consulting Snowball	



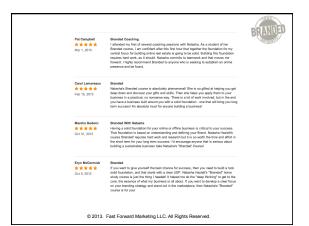
# The Scheduling Tool I Use:

## Genbook

# \$19.99/month

http://fastforwardproducts.com/genbook

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The Complimentary Strategy Session

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Let your potential client know what to expect	
Don't give away the farm!	
Use the consultative selling approach	
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