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Million Dollar Coach Taki Moore, 2016-11-06 Million Dollar Coach is the must-have resource for coaches. Increase the income you earn, work when and how you want, watch your clients get incredible results..... and become empowered to live a life of massive personal freedom. Million Dollar Coach is designed to shift these issues you may be experiencing such as: * Too many coaches hit an income ceiling, and never make the kind of money (or the kind of impact) that they are capable of. They get stuck at one of the 3 plateaus: Survival, Stability or even Success * Most coaches blame themselves, and try to work on their MINDSET - But nothing changes because it's not your mindset that's the problem. It's the MODEL that needs to change. * The model that you bought into when you started your coaching business is completely unscalable (Manual prospecting to get a few leads, followed by one-to-one selling and dealing with objections, excuses and stalls... and time-for-money coaching so there's never any time for you). * For the last 5 years, the author has been working with a select group of coaches, taking them from Stability to Success and Scale. Taki Moore has a very new approach and he shares the very best of what is working for them to become a Million Dollar Coach. This book is essential reading for coaches of all types and experience-levels and is of particular value for anyone looking to start a coaching business to short cut growing pains and quickly rise to become a Million Dollar Coach.

Instructional Coaching Jim Knight, 2007-05-01 An innovative professional development strategy that facilitates change, improves instruction, and transforms school culture! Instructional coaching is a research-based, job-embedded approach to instructional intervention that provides the assistance and encouragement necessary to implement school improvement programs. Experienced trainer and researcher Jim Knight describes the nuts and bolts of instructional coaching and explains the essential skills that instructional coaches need, including getting teachers on board, providing model lessons, and engaging in reflective conversations. Each user-friendly chapter includes: First-person stories from successful coaches Sidebars highlighting important information A Going Deeper section of suggested resources Ready-to-use forms, worksheets, checklists, logs, and reports

Co-Active Coaching Henry Kimsey-House, Karen Kimsey-House, Phillip Sandahl, Laura Whitworth, 2010-12-15 NEW 4TH EDITION now available! Refer to isbn: 9781473691124 THE BOOK THAT CHANGED THE COACHING FIELD FOREVER This current, third edition includes fresh coaching examples, the latest in coaching terminology and an expanded, web-based

'Coach's Toolkit'. Used as the definitive resource in dozens of professional development programs, Co-Active Coaching teaches the transformative communication process that allows individuals from all levels of an organization - from students to teachers, and direct reports to managers - to build strong, collaborative relationships.

Effective Group Coaching Jennifer J. Britton,2010-06-29 Group coaching is rapidly becoming the preferred coaching option for businesses and individuals. Effective Group Coaching is a practical, resource rich, hands-on guide for the group coaching facilitator in one of the fastest growing new disciplines. Organizations, community groups and individuals are discovering that group coaching is an exciting and sustainable model and process for learning and growth. Written for internal and external coaches, HR professionals, trainers and facilitators wanting to expand their work into this area, this book provides tested methodologies and tools and tips. Both new and seasoned coaches will find the book a practical roadmap and go-to guide when designing, implementing and marketing their own group coaching programs. Case studies highlight how group coaching programs are being delivered globally through corporate and public programs, virtually and in person. Also, the author's dedicated web site offers resources and articles available for downloading.

The Salesperson's Self-Coaching Guide: Master Your Own Self-Coaching Plan for Success Gerard Assey,2024-10-16 In the fast-paced world of sales, success isn't just about talent—it's about discipline, strategy, and personal growth. "The Salesperson's Self-Coaching Guide: Master Your Own Self-Coaching Plan for Success" is your essential toolkit to build a structured, self-driven approach to mastering sales. Whether you're new to the field or an experienced professional, this guide helps you refine your skills, improve your results, and develop a winning mindset. Through step-by-step exercises, practical worksheets, and real-world examples, this book empowers you to take control of your own development. Learn how to handle objections, craft compelling pitches, negotiate effectively, and enhance customer relationships. Each chapter provides actionable insights designed to help you improve day by day, turning challenges into opportunities. Packed with proven techniques and self-coaching frameworks, this guide is the perfect companion for any sales professional who wants to stay ahead of the competition and consistently reach their goals. Take charge of your sales success—start today!

Coaching Starter Kit Coachville.com,2003-06-24 Easy to photocopy or modify to suit your own practice, The Coaching Starter Kit is a complete toolkit of coaching basics and advice that will equip you well as you enter the coaching field. For therapists, consultants, and other service professionals interested in learning how to expand their practices by offering coaching services, as well as non-therapists interested in developing a coaching business, The Coaching Starter Kit is an essential, comprehensive all-in-one toolkit to help you get started in coaching. Culled from the extensive resources of CoachVille.com, a leader in the coaching field, this book includes over 150 fundamental and practical forms. The material in this book addresses the nuts and bolts of coaching: the coaching process, practice design, attracting clients, session agendas and discussion topics, sample client data sheets and agreements, client questionnaires, communication advice, budget

planning and financial upkeep, coaching niches, marketing and PR tips, workshop and conference suggestions, as well as a wide collection of goal-oriented and issue-specific client worksheets.

Smart Calling Art Sobczak,2010-03-04 Praise for SMART CALLING Finally, a sales book that makes sense! As a master sales trainer, Art nailed—no, obliterated—the number one fear of selling in this great book: cold calling! Let him teach you to stop cold calling and start Smart Calling!—LARRY WINGET, television personality and New York Times bestselling author Smart Calling is the benchmark as the highest professional standard for effective cold calling. Take the initiative to read and implement Art's rational principles and you will sell much more and develop a prospect base of potential customers who will call you when they are ready to purchase or graciously take your future calls. This is THE BEST sales text I have read in the past twenty years.—REX CASWELL, PhD, VP, LexisNexis Telephone Sales You get only one chance to make the right impression in sales. If a top prospect gets a hundred calls a week, you want to be the one he remembers and buys from. Art's proven methods create a unique brand for you and position your offering as the best option. Art's advice isn't just smart, it's priceless.—BOB SILVY, VP, Corporate Marketing, American City Business Journals Smart Calling effectively enables inside sales reps and organizations to accomplish a top priority—acquiring new customers. Art's pragmatic and actionable techniques will increase productivity, success, and professional satisfaction.—BILL McALISTER, SVP, Inside Sales, McAfee A must-read, must-own book for anyone who wants to increase their sales right away with less effort and more fun. I'm so sure this book is a winner for anyone who needs to call prospects that I'll personally assure you that your results will increase noticeably after reading it, or I'll send you your money back.—MIKE FAITH, CEO & President, Headsets.com, Inc. If you need to make a first call to anyone, for whatever reason, this book is for you. More than common sense, it's a real-world, no-fluff, simple approach that anyone can use to be successful.—DARCI MAENPA, President, West Coast Chapter, American Teleservices Association; Director, Member Support, Toastmasters International

The Executive Coaching Playbook Nadine Greiner,Becky Davis,2024-02-06 This turnkey guide helps you build a successful executive coaching framework and practice. The Executive Coaching Playbook offers experienced and newly minted executive coaches a complete framework for building your coaching skills and business with proven results. Beyond offering the ultimate, proven coaching theory, this book provides the tools and templates you need to set up a thriving business—from working with your first executive clients to developing the business plan and marketing strategy for your brand. With more than 30 years of experience as both an executive and a top executive coach, Dr. Nadine Greiner, along with talent development expert Becky Davis, shares her extensive knowledge, hard-won lessons, and practical advice covering everything from the first chemistry call with a potential executive client to closing out engagements with meaning and poise. In this book, you will learn how to be the exemplary, sought-after executive coach that leaves clients, sponsors, and yourself more than satisfied. The perfect companion to Dr. Nadine's The Art of Executive Coaching, the playbook offers: 75+

downloadable templates and techniques (including email templates, worksheets, forms, and agendas) to support and to customize for your coaching endeavors A four-step coaching process to adopt with your clients Practical advice for starting and growing your business

Coaching Salespeople into Sales Champions Keith Rosen, 2010-06-03 Sales training doesn't develop sales champions. Managers do. The secret to developing a team of high performers isn't more training but better coaching. When managers effectively coach their people around best practices, core competencies and the inner game of coaching that develops the champion attitude, it makes your training stick. With Keith Rosen's coaching methodology and proven L.E.A.D.S. Coaching Framework™ used by the world's top organizations, you'll get your sales and management teams to perform better - fast. *Coaching Salespeople into Sales Champions* is your playbook to creating a thriving coaching culture and building a team of top producers. This book is packed with case studies, a 30 Day Turnaround Strategy for underperformers, a library of coaching templates and scripts, as well as hundreds of powerful coaching questions you can use immediately to coach anyone in any situation. You will learn how to confidently facilitate powerful, engaging coaching conversations so that your team can resolve their own problems and take ownership of the solution. You'll also discover how to leverage the true power of observation and deliver feedback that results in positive behavioral changes, so that you can successfully motivate and develop your team and each individual to reach business objectives faster. Winner of Five International Best Book Awards, *Coaching Salespeople Into Sales Champions* is your tactical, step-by-step playbook for any people manager looking to: Boost sales, productivity and personal accountability, while reducing your workload Conduct customer/pipeline reviews that improve forecast accuracy, customer retention and uncover new selling opportunities Achieve a long term ROI from coaching by ensuring it's woven into your daily rhythm of business Design, launch and sustain a successful internal coaching program Turn-around underperformers in 30 days or less Build deeper trust and handle difficult conversations by creating alignment around each person's goals and your objectives Coach and retain your top performers Collaborate more powerfully and communicate like a world-class leader Training develops salespeople. Coaching develops sales champions. Your new competitive edge.

Being Called David Bryce Yaden, Theo D. McCall, J. Harold Ellens, 2015-08-18 This unique book is an essential resource for interdisciplinary research and scholarship on the phenomenon of feeling called to a life path or vocation at the interface of science and religion. According to Gallup polls, more than 40 percent of Americans report having had a profound religious experience or awakening that changed the direction of their life. What are the potential mental, spiritual, and even physical benefits of following the calling to take a particular path in life? This standout book addresses the full range of calling experiences, from the A-ha! moments of special insight, to pondering what one is meant to do in life, to intense spiritual experiences like Saint Paul on the road to Damascus. Drawing upon the collective knowledge and insight of expert authors

from Australia, China, Eastern Europe, Italy, the UK, and the United States, the work provides a comprehensive examination of the topic of callings suitable for collegiate students, professors, and professional scholars interested in topics at the interface of science and religion. It will also benefit general readers seeking the expertise of psychologists, neuroscientists, and theologians from various backgrounds and worldviews who explain why it is important to do what you were meant to do.

It's the Manager Jim Clifton, Jim Harter, 2019-05-07 Who will lead your workforce during rapid change? Gallup research reveals: It's the manager. While the world's workplace has been going through historic change, the practice of management has been stuck in time for decades. The new workforce — especially younger generations — wants their work to have deep mission and purpose. They don't want old-style command-and-control bosses. They want coaches who inspire them, communicate with them frequently and develop their strengths. Who is the most important person in your organization to lead your teams through these changes? Decades of global Gallup research reveal: It's your managers. They are the ones who make or break your organization's success. Packed with 52 discoveries from Gallup's largest study of the future of work, *It's the Manager* shows leaders and managers how to adapt their organizations to rapid change — from new workplace demands to the challenges of managing remote employees, the rise of artificial intelligence, gig workers, and attracting and keeping today's best employees. Great managers maximize the potential of every team member and drive your organization's growth. And they give every one of your employees what they want most: a great job and a great life. This is the future of work. *It's the Manager* includes a unique code to take the CliftonStrengths assessment, which reveals your top five strengths, as well as supplemental content available on Gallup's online workplace platform.

Student-Centered Coaching: The Moves Diane Sweeney, Leanna S. Harris, 2016-11-04 The essential coaching moves that every coach needs to know Student-centered coaching is a highly effective, evidence-based coaching model that shifts the focus from "fixing" teachers to collaborating with them to design instruction that targets student outcomes. But what does this look like in practice? This book shows you the day-to-day coaching moves that build powerful coaching relationships. Readers will find: Coaching moves that can be used before, during, and after lessons An abundance of field-tested tools and practices that can be put to immediate use Original video clips that depict and unpack key moves Richly detailed anecdotes from practicing coaches

Pivot, Disrupt, Transform Marcia Daszko, 2018-10-02 When the status quo no longer works, the contrarian perspective reigns! In this innovative business how-to, leadership expert Marcia Daszko draws on her expertise to guide leaders at any level through a three-step process to radically improve their businesses: first, recognize and stop outmoded ways of thinking that fail to move the business forward (like focusing on the bottom line, conducting performance appraisals, and searching for best practices); second, start taking steps to introduce new, innovative ways of thinking and contrarian practices (such as developing leaders with the capacity to effect change, creating an interconnected team, and seeking knowledge through

questions); and finally, transform your company into a more resilient, adaptive, and united organization. Recent studies have reported that 90% of start-ups will fail. In Silicon Valley alone, this means that more than 5,400 of the current 6,000 startups will flounder and disappear. But risky and cash-strapped start-ups are not the only corporate fatalities: More than 60% of the original Fortune 500 corporations no longer exist. Given these statistics, how can organizational leaders and their employees beat the odds and survive? The only solution is to question the usual business practices, re-think how to lead and inspire, challenge the accepted beliefs, and toss out the failures to accelerate business growth and profitability. Using Marcia's three-part stop, start, transform method, readers will learn to pursue significant untapped opportunities, achieve their organization's competitive edge, and pivot, disrupt, and adapt to unexpected levels of success.

Contact and Context Ty Francis, Malcolm Parlett, 2016-11-25 This collection brings together some leading figures in Gestalt coaching to take stock of the field and consider how it might move forward. It covers the principles of Gestalt coaching and encourages practitioners to rethink the application of Gestalt in new ways and new settings - e.g. leadership, management and team development. Individual chapters also explore radical and personal perspectives on Gestalt coaching, from considering the place of embodiment to 'being' in coaching practice and looking at the transformational micro-moments of the client encounter.

The Soul-Sourced Entrepreneur Christine Kane, 2020-11-17 Can you succeed in business when your strength is more about sensitivity than swagger? If you're moved by meaning, more than manipulation? In other words: Can you succeed while still being you? Christine Kane is living proof that the answer is yes. Far too many of us have swallowed the notion that business owners have to be a certain way to be successful—strategy-obsessed, data-driven, and relentlessly aggressive. Bookstore shelves are lined with guides for entrepreneurs that urge them to Crush it! 10X It! or Unf**k it! Those who aren't crushers or unf**kers of anything are left wondering if something's wrong with them. Like, maybe they're just not cut out for business. A former songwriter and performer, and then founder of Uplevel YOU—a multi-million-dollar business coaching company—Christine Kane shows a new class of entrepreneurs another way. It's time to connect, not crush. In *The Soul-Sourced Entrepreneur*, Kane shares the insights that have helped thousands find success without losing themselves. In these pages, readers will find a practical plan to: Toss out ineffective, old-school goal-setting models. Reframe your intuition and sensitivity as valuable assets, not as flaws to hide. Examine old patterns for clues as to what's been holding you back. Clean up the spaces and distractions draining your energy and power. Learn to confidently trust in your own wisdom. Break free from fear-based decision-making that plagues most businesses. Throughout the book, you'll hear stories from other soul-sourced entrepreneurs, who employ their own reliable, unique set of best practices based as much in intuition and self-awareness as on specific skills and strategies. Forget business as usual. Your business is personal, and in this new era, authenticity, creativity, and sensitivity are what set businesses apart. *The Soul-Sourced Entrepreneur* is your unconventional

plan to build the business of your dreams, and being wildly successful by being you.

Template-based Management Uwe G. Seebacher,2020-10-29 The Template-based management (TBM) approach has been used since 2003 across the world in diverse contexts. It has evolved hand-in-hand with the evolution of business: Agile, Blueprints, Canvas, Design Thinking, or Kanban are only few of the many current concepts based on the approach. This book expands and upgrades the author's 2003 book 'Template-driven Consulting' (Springer) by tracing this evolution and offering the current state-of-the-art to practitioners. TBM combines structure and method: pre-structuring diverse processes, it helps to present complex activities and procedures in a simple, clear, and transparent manner and then implement them. The use of TBM ranges from conception or creative work in agencies to designing organizations and strategies, planning and monitoring initiatives and projects, to innovation management and optimizing cost structures, processes, or entire departments and divisions. The book also demonstrates how successful organizations use TBM to methodically and structurally apply the internal know-how in a cost and time-optimal way for attaining sustainable business success. Readers will learn to apply and use TBM, identify its importance, and benefit from a variety of case studies that illustrate the application and use for the entire business and management practice.

Challenging Coaching John Blakey,Ian Day,2012-03-14 Challenging Coaching is a real-world, timely and provocative book which provides a wake-up call to move beyond the limitations of traditional coaching. Based on the authors' extensive experience working at board and management levels, they suggest that for far too long coaching approaches have shied away from adopting a more challenging stance - a stance that can provoke greater performance and unlock deeper potential in business leaders and their teams. The authors detail their unique FACTS coaching model, which provides a practical and pragmatic approach focusing on Feedback, Accountability, Courageous goals, Tension and Systems thinking. The authors explore FACTS coaching in theory and in practice using case studies, example dialogues and practical exercises so that the reader will be able to successfully challenge others using respectful yet direct techniques. This is an original and thought-provoking book that dares the reader to go beyond traditional coaching and face the FACTS.

Coaching and Mentoring For Dummies Marty Brounstein,2011-03-16 If you want to create a lean, mean, working machine in today's environment you need a game plan for building employee morale and commitment. By coaching and mentoring your work force—instead of implementing staid traditional management techniques—you'll start to see tremendous results. Regardless of where you find yourself on the corporate ladder and what level of authority you carry, what you and other managers share in common is the responsibility for the performance of others. Coaching and Mentoring For Dummies can open your eyes to this innovative way of managing and show you the best way to get the most out of those who work for you. Coaching and Mentoring For Dummies provides the foundation for understanding what business coaching is all about, and helps you gain or improve the coaching skills that drive employee performance and commitment. These

skills, which serve as the main topics of this book, involve: getting employees to deliver the results you need; guiding employees to think and do for themselves; motivating employees to take on responsibility and perform effectively; and growing employee capabilities that lead to career development and success You'll also discover how to: Use questions rather than commands Be a delegator, not a doer Complete performance reviews without anxiety Grow your employees' talents Increase productivity and decrease turnover With Coaching and Mentoring For Dummies as your guide, you can start to put these techniques and tools to work for you and inspire your employees in ways you never imagined. From tried-and-true worksheets to tools that you can tailor to you own situation, this friendly guide helps you call all the right plays with regards to your employees. Forget about micromanaging! When you become a coach, you'll be surprised by the tasks your group can perform. The fun and easy guide to today's hottest trends in management training, Coaching and Mentoring For Dummies shows managers how to take advantage of these state-of-the-art management tools -- without spending hundreds of dollars on training seminars! This book features Guidance on being a coach rather than a doer and giving feedback in a positive way Advice on motivating, grooming, and growing employees Tips on tackling diversity issues, performance reviews, and other challenges Put these techniques and tools to work and inspire your employees in ways you never imagined. Forget about micromanaging! When you become a coach, you'll be surprised by the tasks your group can perform.

Business Made Simple Donald Miller, 2021-01-19 Is this blue book more valuable than a business degree? Most people enter their professional careers not understanding how to grow a business. At times, this makes them feel lost, or worse, like a fraud pretending to know what they're doing. It's hard to be successful without a clear understanding of how business works. These 60 daily readings are crucial for any professional or business owner who wants to take their career to the next level. New York Times and Wall Street Journal bestselling author, Donald Miller knows that business is more than just a good idea made profitable - it's a system of unspoken rules, rarely taught by MBA schools. If you are attempting to profitably grow your business or career, you need elite business knowledge—knowledge that creates tangible value. Even if you had the time, access, or money to attend a Top 20 business school, you would still be missing the practical knowledge that propels the best and brightest forward. However, there is another way to achieve this insider skill development, which can both drastically improve your career earnings and the satisfaction of achieving your goals. Donald Miller learned how to rise to the top using the principles he shares in this book. He wrote Business Made Simple to teach others what it takes to grow your career and create a company that is healthy and profitable. These short, daily entries and accompanying videos will add enormous value to your business and the organization you work for. In this sixty-day guide, readers will be introduced to the nine areas where truly successful leaders and their businesses excel: Character: What kind of person succeeds in business? Leadership: How do you unite a team around a mission? Personal Productivity: How can you get more done in less time? Messaging: Why aren't customers paying more attention? Marketing: How do I build a sales funnel? Business Strategy: How does a business

really work? Execution: How can we get things done? Sales: How do I close more sales? Management: What does a good manager do? Business Made Simple is the must-have guide for anyone who feels lost or overwhelmed by the modern business climate, even if they attended business school. Learn what the most successful business leaders have known for years through the simple but effective secrets shared in these pages. Take things further: If you want to be worth more as a business professional, read each daily entry and follow along with the free videos that will be sent to you after you buy the book.

Template-driven Consulting Uwe G. Seebacher, 2012-11-15 Template-driven Consulting is a book for managers who have long been searching for a way to cut costs on expensive external business advice. Every day, new stories of companies that encounter severe financial troubles show up on the front pages of newspapers across the globe. Cost-cutting is again the most pressing issue in organizations - initiating massive layoffs and large-scale reductions in spending on capital goods. This text allows your company to trim down expenses at another source: external consultants. By drawing on the use of templates, TDC at last brings about the often cited knowledge transfer from consultants to your employees. Applying TDC, your employees become the experts whilst you see the number of and cost for external consultants decrease tremendously! This book, with its clear structure and hands-on approach, lets you understand the new methodology and will help you in reaping its cost benefits.

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