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# Mrs Success Coach, LLC

## *The Coach-Client Relationship*

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As your new coach, I look forward to the challenges ahead and the opportunities our work together will provide.

The enclosed materials will help you get the most out of our relationship, and it will allow me to tailor the program exactly to your needs.

Since you are investing in this new venture, I want to make sure the work offers you the most positive change possible.

### **The Coaching Relationship**

Coaching plays an essential role in your approach to new and permanent lifestyle changes. It will help you solve problems; accomplish your goals; and create and apply action plans.

A good coach will stand by your side through each of these steps to manage any inevitable missteps or pitfalls. You will face inevitable difficulties, like momentary setbacks and an imbalance between personal and professional life. I will be there for you to help seize opportunities and to assist you in remaining focused while striving toward your personal best.

### **Coaching Specialties**

Each coach can have any number of specialties. Personally, I work with the following sorts of individuals:

1. Entrepreneurs who want to increase profits and need a different perspective before really seizing opportunities, or who are struggling to get into the black and need a fresh pair of eyes in order to reorganize their existing resources.



2. Professionals—consultants, contractors, retail associates, small business owners, non-profits, entrepreneurs, and more—who want a larger client base, who want to be the premier in their field, go from passion to profits and who want to be financially independent.
3. Managers and executives who want to reach higher quotas, accomplish bigger goals, relationship management, and increase work productivity.

Coaching will help a manager teach a team how to reach seemingly unreasonable goals. Having a learned coaching professional there to help with this corporate reorganization makes the process smoother. Managers can learn how to properly manage a team, create an environment based on company values, and initiate a system in which profits can increase. So many companies believe that more work equals more profits; this is not the case. Today's work environment relies on becoming savvy, flexible and smarter, and a coach can help you achieve that.

### **How Can a Coach Do That?**

A coach has the ability to see the best in a person and help create the greatest possible outcomes. In my sessions with you, I listen with my full attention. Most importantly, I listen to what you *don't* say. What is being held back? What are you afraid to say, and why? Generally, that is where the capacity for greatest change lies.

In order to facilitate the most effective communication, I will share my experience and advice. I will offer perspective and relevant stories from my life that compare to your story.

A good coach will endorse you as well. This doesn't mean I would nod repeatedly and agree with anything you say. Endorsement is when a coach encourages you, acknowledges your struggle, and understands the trials you are facing.

Finally, a good coach will suggest alternatives and different paths. Wherever you are, a coach must be far ahead. From that distant vantage point the coach can see where a path will inevitably lead, and thus make sure that current actions will take you to the desired outcome.

### **How is This Done?**



I personally charge \$59/hour, and I work primarily by telephone and Zoom as most clients are out of town. The monthly fee is \$250 for a weekly 65 minute call, and \$500 for a weekly 125 minute call. Additional time is billed at \$60/hour.

I also lead workshops, trainings, presentations, and keynote speeches. Additionally, I prepare business plans/proposals, digital marketing packages, project outlines, billing and back-office management, event planning, seminars, training programs, and more.

### **My Credentials**

**Certified Life Coach**- Genesis Life Coaching Institute, Greenbelt, Md

**Certified Marriage Mentor Coach** – Les and LeslieParrot Ministries

**Certified SYMBIS Facilitator** - Les and LeslieParrot Ministries

**B.A., Communications**- Bowie State University, Bowie, Md

**MBA, Management- Digital Entrepreneurship**, Strayer University, Washington, DC

I believe that any successful coach is measured by the endorsements offered by his or her clients. However, I also practiced as an Management Consultant for 22 years.

This experience ensures that I understand the ins and outs of business, and I know where money must go in order for you to get the greatest return. I've led full-day workshops consisting of more than 2,000 participants, and I have coached more than 300 people since starting my practice.

### **The Coach-Client Relationship**

When I enter into an agreement with you, I dedicate a set time per week that is for you, and you alone. I ask that you invest the time and the attention to allow the relationship to grow at a rapid rate.

It becomes a relationship of mutual trust, in which you feel vulnerable enough to tell me what you are thinking and feeling, and I can offer my advice and perspective.

You can expect me to be unconditionally constructive and straightforward. If an obstacle is holding you back, I will wait and offer advice until we are walking down the road together again. I will honor your emotions and the paths you wish to take.



The coach-client relationship is confidential and sacred. No information is offered without your express consent. I also follow this approach with my referral practice. Instead of seeking out clients, I allow them to find me.

The welcome kit will jump-start our relationship together. Please take a few minutes to fill it out so that I can get to know you, and then we can get started on our path together.