

Business Building Module

Our **Business Building** module makes all the difference to a coach's professional success. It's based on the principle of Alignment first, and then ... *(whatever sounds good next)*.

We believe the way to create a successful coaching practice is to begin with BEING a successful coach. And yet, flowing that energy before your success is manifested can be tricky. It sure trips up a lot of excellent coaches out there.

But when you have the direction and encouragement to engage BEING first, and then taking whatever actions inspire you - indeed, **ONLY** actions that inspire you - you'll be on the right track.

- *The Steps to Alignment First ... include:*
- *Painting Your Picture (what is your idea of success? this will be your guiding vision)*
- *Beliefs Exploration (we'll identify them, spotlight some, and bust others)*
- *Work Your Gap (how to stay aligned when it isn't "real" yet)*
- *Inspired Actions (what's your idea of a good time with your coaching biz?)*
- *Nuts and bolts of business setup and operation*
- *Marketing basics*

Will we cover websites and social media and products and support systems and such? Briefly, yes. Enough to recognize where your passion is (and isn't) and point you in the right direction for engaging it.

You will walk away with a crystal clear understanding of what makes the difference between coaches who succeed and those who don't, and a specific "how to" map for allowing your thriving business into reality. You will know how to manage overwhelm, you will become practiced at prioritizing joy, expert at identifying your feel good path, get used to saying no when it's time to say no and yes when it's time to say yes, and you'll have fun in the process.

This is approximately 25 hours of audio training, plus your investment in your homework assignments, plus the live weekly calls. By the time you're done with this, you will own it inside and out. We know what makes the difference for coaches success, and you will too by the time you're done here.

Listen to our first coach cadet's experience as she began the Business Building module. (8 clients in one month!) We are revealing the effective way to create coaching success.

Are you with us?

Business Building Calls

1. GVCA Business Building #1 - Introduction & Overview
2. GVCA Business Building #2 - Be the Coach
3. GVCA Business Building #3 - Painting your picture
4. GVCA Business Building #4 - Working the Gap
5. GVCA Business Building #5 - Experts Call-Matt O'Grady on Marketing
6. GVCA Business Building #6 - Alignment and Then
7. GVCA Business Building #7 - Angela Lauria-SEO
8. GVCA Business Building #8 - Setup and Legalities
9. GVCA Business Building #9
 - Operations & Administration#1 Rates and Niche
10. GVCA Business Building #10
 - Social Media Lisa and Jeannette
11. GVCA Business Building #11
 - Operations & Administration #2
12. GVCA Business Building #12
 - Websites
13. GVCA Business Building Technical Tools for Coaches
14. GVCA Business Building - Susan Marshall
15. GVCA Business Building Get Clients
 - Sales and Marketing #1-Overview
16. GVCA Business Building Get Clients
 - Sales and Marketing #2-Marketing Plan
17. GVCA Business Building Get Clients
 - Sales and Marketing #3-Blogging and Article Marketing
18. GVCA Business Building Get Clients
 - Sales and Marketing #4-Radio Shows and Podcasts
19. GVCA Business Building Get Clients
 - Sales and Marketing #5-Speaking
20. GVCA Business Building Experts
 - Tiffany Peterson - Networking
21. GVCA Business Building Get Clients
 - Sales and Marketing #6-Copywriting
22. GVCA Business Building Closing Skills
 - Closing Conversations
23. GVCA Business Building Tribes

