



What Is Coaching?

Coaching ▪ Team Facilitation & Empowerment ▪ Strategic Planning

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COACHING QUESTIONS & ANSWERS

Unlike most traditional consulting firms, the GPS process is structured to provide you with both short-term assistance and long-term training through our affordable coaching approach. With over 20 years of teaching achievement-oriented people the secrets of success effectiveness around the world, our clients will attest to the power of our programs.

Based on proprietary coaching systems, we will not only show you how to more expeditiously achieve your goals and objectives, often *quite* dramatically, but *also* how to develop your life and business so that you can work less, relax more, and enjoy the fruits of your labor...if those are, or can become, your goals.

Our coaches have broad and deep business experience, and are committed to making their and your business ventures successful. ***Our business is your success.***

Why would I need a Coach?

Every, truly great performer, whether an elite athlete, business success, or performing superstar, is surrounded by coaches and advisors. As the pace of life in the world increases and becomes more and more competitive... it is becoming increasingly difficult to keep up with the changes in your life and community. Having a coach is no longer a luxury... it has become a necessity.

On top of all this, it's difficult to get a truly objective answer from yourself. Clearly you *can* survive without the help of a coach, but it's almost impossible to **thrive!**

What does coaching involve?

Your coach will work with you for a full 12 months to help you make your goals a reality. From weekly coaching calls and goal setting sessions, to creating life plans pieces together, you'll develop new strategies and systems so you can work less. And, in

a one-to-one environment, learn all you need to know to make your dreams come true.

Your coach will dedicate a minimum of 5 hours a month to work with you on your business and personal initiatives, and every element of your quarterly plan, which we develop together. Remember: an idea without action is merely an idea...

In the beginning, you'll invest three or more hours as your Coach learns as much as possible about your business, your goals, your challenges, your sales, your marketing, your finances, and much, much more.

All of this with three goals in mind: First is to get a 'snapshot' of where you are right now. Second is to clarify your goals, both personally and in your business. And third, to get the crucial pieces of information needed to create your individualized plan for the next 12 months.

This is not a traditional business or marketing plan, rather a step-by-step plan that you'll work with and through as you continue with the coaching program. Unlike other consultants, your coach will do more than just show you what to do. They'll be with you when you need them most...as each idea takes shape, as each campaign is launched, when you need little pointers for making 'it' happen, when you need someone to talk to, when you're faced with daunting challenges, and most importantly, when you're just not sure what to do next. Your Coach will be there every step of the way.

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Why 12 months?

If you've been exposed to the marketplace of personal effectiveness for any length of time, you've seen at least one or two "quick fixes"....

Most consultants seem to act as if they can solve all your problems in a few hours or a few days. We believe that long term success is not gained by just scratching the surface and then doing it for you...rather it means do it *with* you, showing you *how* to do it, working alongside you, and creating your success...together.

Over the 12 months we'll work on different areas of your business. Month by month you'll not only see your goals become a reality, but you'll have the confidence, the knowledge, and the skills to make it happen, again and again, even after your initial 12-month program is completed.

How can I be sure this will work for me?

We're experts in the areas of business and personal; effectiveness... and, with literally hundreds of different life and business-enhancing strategies, you'll soon see how truly powerful our systematized approaches are.

On the other hand, **you** are the expert in your life...and together we can apply our systems to make you more effective.

Won't this just mean more work for me?

Clearly, when the initial plan is set up with us, it might seem like a great deal of work...but then, no one ever said attaining your goals would be easy.

In the first few months it'll take some work to adjust, some effort to get over the 'hump,' so to speak...but the further you get into the program, the less effort you'll have to make.

You will, however, be literally amazed at how focused you'll become and how much you'll get

done. With your focus, our coaching, and most importantly, our systems, you'll be achieving a great deal more with the same, or even less work.

But, how will I find the time?

Again, the first few months will be the toughest...not because of extra work, but because of new tasks. Your coach will show you how, on a day-to-day basis, to get more done with less effort.

After those first few months you'll find that you're not working more, just differently. Then, depending, of course, on your goals, from about month six onwards, you'll begin to see the results of all your efforts...and, if you choose, you can begin to optimize areas of your life (working less, travelling more, learning to actually LIVE). It's important to remember, that it's about changing *what* you do with your time...**not** putting in more of it.

How much will this cost?

Nothing...if you consider it from our perspective. That perspective is the difference between a cost and an investment. Everything you do with us, and your coach is a true investment in *your* future.

Not only will you begin to create great results in your life and business, but you'll end up with both an education that's second to none, and the knowledge that you can repeat your business successes, over and over again in other ventures.

Of course you'll have to invest, but based on the expected returns, the investment is nominal and will depend on the size of the scope of our undertaking together.

It's just like having a marketing manager, a sales team leader, a trainer, and a corporate consultant, all for a nominal investment.

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Will it cost me more to implement the strategies?

Give your coach just a half an hour and you'll see how to turn your efforts and habits into an investment that will yield results rather than just running up your expense.

In most cases we'll actually save you money by exposing approaches that aren't working for you. And yes, you'll likely have to spend some money to make some.

When you follow our simple testing and measuring systems you'll never again risk more than a comparatively few dollars on any one campaign. When we establish the ones that do work, we make sure you keep profiting from them, time, and time again.

Remember, if you use the traditional "accounting" way of reducing costs, you will only ever add just a few percentage points to your bottom line.

Following our formula, you'll soon appreciate that by driving sales, marketing, and income growth, your possible returns become exponential...

The sky's the limit, as they say.

Are there any Guarantees?

To put it bluntly...no! We won't promise any specific results, nor will we guarantee the goals you set will become a reality.

And this is because we're your coach....YOU are still the player, and it will always be up to you to "take the field." We will push you, cajole you, help you, be there for you, and even do some things with you...but in the end, you've still got to do the work. Ultimately, only YOU can ever be truly accountable and responsible for your own success, and we know this to be true.

We **can** guarantee to provide the best service and support available, to answer your questions and

challenges promptly, and with the most current and appropriate processes and approaches. And last but not least, your coach is fully committed to helping you become successful, whether you like it at the time, or not.

Once we've helped you set your goals and create your plan, we'll do whatever it takes to make sure that you reach, and stretch, and strive with all your might, to achieve your goals...and all you desire.

At the same time we'll be sure to promote balanced living as an over-riding theme in all we do. This is to ensure you never compromise your long-term health and success. Most importantly, your personal values, and what's important to you, won't be compromised.

What results have other clients had?

Results have ranged from those previously working 60, even 80 hours a week, to now working just 10...right through to increases in income of 100's to even 1000's of percent. Your results will speak for themselves. There are three fundamental reasons our approach will work for you in your business...

First, your coach will help you become 100% focused on your goals and the step-by-step processes to help you achieve them. This focus alone will have an extraordinary effect on both you and your vocational results.

Second, we will hold you accountable to get the things done you've committed to, not just for the day-to-day running of your life and business, but for the dynamic growth you will experience. You're investing in your success and we're going to help you get there.

Third, we're going to teach you, on a one-on-one basis, as many of the hundreds of life and business strategies and approaches as you need. So, whether your goal is to be making more money, or working fewer hours, or both...your goals **can** become a reality...and within the next 12 months. Just

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reference the testimonials sheet to read about the specific results other business owners just like you have achieved.

Would you also recommend books, tapes, etc.?

We do this to save you both time and money. You can learn the basics on your own time so that when we get together we'll be working on the higher level implementations rather than the very basic "how to's".

This provides a very powerful way for you to speed up the coaching process and, as a result, achieve phenomenal rather than just great outcomes.

When is the best time to get started?

Yesterday, of course! Seriously, **right now!** Today! This minute! Before you take another step! Waste another dollar! Work too many more hours! Miss another family event! Forget another special occasion!

Far too many achievement-oriented people wait. Wait for the mystical, magical experience, the "laying on of hands" that will transform their life into the "one" of their dreams. They believe the old saw about working harder will make it all better.

Remember, what you know got you where you are...to get to where you want to go, you've got to make some changes...and more than likely learn new things. There is **no** time like the present...right now...to get started on your dreams and goals.

How do I get started?

Get back with your coach or representative at the address / contact info listed below. There's only very simple paperwork to complete and then you'll be on your way.

You'll have to invest a few hours to expose your coach to key aspects of your life. Together we'll create a plan...and that's when the 'work' starts. It may seem like a big job at the beginning, but with a coach, you're sharing the load...and together you'll accomplish great things.

If you don't go ahead with us, a year from now you'll wish you had started today!

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