

Everything You Need To Know About Becoming

A Successful Life Coach

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About Christy Whitman

Hi. My name is Christy Whitman, and I believe in creating relationships that are built on trust in every area of my life. I manifested and am now married to my soulmate, Frederic, who I am passionately in love with and who is also my business partner. My relationship with Frederic brings me incredible joy – the kind of joy that I wish for you. I'm the mother of two amazing boys, ages seven and six, who I connect with, talk with, laugh with and roll around on the floor with every day. Do you take time to be a child, too?

You can count on me to be real, authentic and transparent, and to be honest about my mistakes and shortcomings. I'll share with you about the obstacles I've faced in my own life and what I have done and continue to do to transform them. In my books, seminars, coaching programs, videos and weekly newsletters, I will show you how to manifest whatever it is you desire – not by teaching you theories, but by sharing true-to-life turnaround moments that marked my own transformation and the transformations of all those I have worked with.

I invite you to accept my invitation toward greater self-discovery, mastery, and personal empowerment. I guarantee you will become amazed by yourself, inspired by all that you can be, do and create, and fall madly in love with yourself and your life!





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Introduction: The Single Choice That Transformed My Life – and Can Do the Same for You!

Twenty years ago, I was in a position that many Americans now find themselves: I worked a fixed 8 a.m. to 5 p.m. job, alongside back-biting coworkers, and for a micro-managing boss whose desk was literally a few feet from my own. At that time, I also happened to be \$60,000 in debt and nearly thirty pounds overweight – external conditions that perfectly mirrored the degree of my internal discontent. I wanted more than anything to find a career path that would allow me to be my own boss, manage my own time and productivity, and enjoy a lifestyle that supported a greater level of balance, vitality and wellbeing. But even more important, I wanted to be engaged in work that would enhance the quality of people’s lives, and to use my time and talents in a way that fulfilled a much higher purpose than simply making ends meet.

If you can relate to any part of this quandary, read on, because one thing I can guarantee you is that if there is something in your life that you desire more of – be it more financial abundance, more enjoyable or fulfilling work, or more free time on your hands to pursue the experiences that call to you – you have the ability to manifest those things into your life.

All those years ago, when I felt such deep discontent in nearly every aspect of my life, I – like many people – was operating under the false belief that my success was determined by, and limited by, the circumstances



I found myself in. For example:

- ▶ I lived in a state of perpetual frustration because it seemed like no matter what I did, I could not lose weight or create the type of body that I really wanted.
- ▶ I also believed that I'd never be able to afford the material luxuries – like a closet full of designer hand-bags, clothing and shoes – that I've always desired, because I lacked the education, the connections, or the luck that it takes to possess them.
- ▶ I settled for dead-end relationships with “bad boy” types, because I (like many women) had convinced myself that “all the good men are taken.”

And then, in the same way that necessity gives birth to invention, my desperation set me on a path to find answers to my heart's most burning questions: Why did I keep repeating the same unfulfilling patterns – at work, with family and friends, and in my relationships with men? Why did the success that I wanted always seem out of reach? And most importantly, is there is a secret to finding true happiness in this life – and if so, what is it?!

As the old saying goes, when the student is ready, the teacher appears. And in my case, I had many “teachers.” I began immersing myself in spiritual wisdom from traditions old and new and from all around the world.

I learned about meditation, visualization, and energy alignment. I learned from quantum physics that the universe we live in is made up entirely of energy, as is everything that our senses perceive as solid – including our own physical bodies.

I devoted every free moment to studying the principles that have become the cornerstone of my philosophy on life, and my life's work. I learned about the non-physical forces – such as polarity, clarity, alignment, resonance, momentum and magnetism – that underlie, organize and precede every act of creation. I learned how to work with my own energy field to vibrate in harmony with the things and experiences I desired. And as I applied the universal laws that govern deliberate creation to the circumstances of my own body, mind, and life, reality as I knew it was forever transformed.

Fast forward twenty years to the time of this writing, and every one of my former dreams – and countless others – have been realized; some hundreds of times over.

I am the founder of a thriving internationally acclaimed coaching organization that has trained over 3,000 Law of Attraction coaches worldwide and whose message reaches over 165,000 people each month. I'm the author of five books (two of which became *New York Times* best-sellers); the creator of an enormous

library of newsletters, online videos and personal development coaching programs. I'm making more money than I ever dreamed possible doing work so personally rewarding that I would do it for free. And I've created a lifestyle that allows me to work out regularly, get a massage every Saturday, take fantastic vacations, and have plenty of "me" time to dream, to go out with friends, or to kick back and just do nothing.

When I first set out all those years ago in search of answers to help me create more happiness and success, I never could have predicted the amazing destinations to which that path would lead. What I do know is that the life I am living today was set into motion with one singular, pivotal choice: I followed my heartfelt desire to contribute to others by sharing with them the principles and practices that had transformed my life, and left my job in corporate America to pursue a career as a life coach.

If you have found your way to this book because you are seeking greater self-mastery, greater abundance, or greater personal freedom and empowerment, know that coaching is a career path that can fulfill all of these goals and more. And while it's true that twenty years ago becoming a professional coach was not exactly a popular choice, this trend has since been turned completely on its head.

The Coaching Book provides an in-depth exploration into virtually every aspect of the rapidly expanding field of life coaching. It will equip both veteran coaches and those who are just considering this career with everything you need to know to build a thriving, fulfilling, six-figure coaching practice.

We'll explore the many benefits that choosing a career in coaching offers and the many different types and styles of coaching there to choose from (business, health and fitness, self-improvement, just to name a few). I'll help you distinguish whether or not you'd make a good coach; show you how to go about becoming certified – and how to choose the certification program that's a perfect fit for you. I'll teach you how to turn your

previous work and life experience into an impressive, relatable bio, and how to distinguish yourself from other coaches by creating your own unique "niche." I'll give you valuable tips – gathered from over a decade of enjoying my own successful coaching practice – on networking, strategic partnering, marketing, and conducting sample coaching sessions.

In short, having access to *The Coaching Book* is like getting the cliff notes of all the success principles I've applied since the very beginning – first to launch my business, and then to tend to its exponential growth. In it, I'll walk you step by step through the process of creating a flourishing, lucrative coaching practice. As someone who has created my own successful full-time coaching practice – and has also trained hundreds of others to do the same – the perspective, guidance, and body of knowledge offered throughout this book is truly unparalleled in this industry. I am excited that you are benefitting from this knowledge, because I know just how many benefits – both monetary and personal – are waiting for you should you choose this lucrative and personally rewarding career.

The Coaching Book provides an in-depth exploration into virtually every aspect of the rapidly expanding field of life coaching.





Part One:

Everything You Need to Know About the Rapidly Expanding Field of Personal Coaching


Section 1: What Exactly is Personal Coaching?

In short, personal coaching is an ongoing, collaborative, results-oriented partnership between coach and client that is designed to support individuals in getting from where they are currently to where they desire to be. Because the focus of the coaching relationship is on moving forward, not dwelling on the past, people hire coaches at every stage of their lives – whether they're making a career transition, starting a new business, re-evaluating choices, clarifying values, or simply seeking to create more harmony in their personal or professional relationships.

In sports – as in life – the role of a coach is to hold firmly to the vision of a desired result, even when the client's current circumstances do not yet show evidence of it.

A coach interacts with his or her clients from a mindset of possibility, supporting them in seeing everything – even seeming setbacks and obstacles – as necessary steps toward the achievement of his or her goals. But perhaps the greatest gift of all that a coach can offer is the gift of an objective and expanded perspective.

It's easy to get distracted in the day-to-day details of our lives, and to allow a foiled plan or even a bad day to bring our forward momentum to a halt. In times like these, having a coach is invaluable, because he or she will –



both literally and figuratively – call for a much-needed time out. A weekly coaching session provides an opportunity to remember the big picture; to reconnect with our external goals, and to become more mindful of the inner resources we have already amassed to help us realize them. In the absence of this degree of deliberate attention to the future we are committed to move toward, most of us will default to feelings, beliefs and perspectives we’ve accumulated from our past. And when we allow the past, rather than the future, to inform our choices in the present, we manifest the same predictable results – and the same predictable problems – time and time again.

The gap between our current reality and the reality we desire always comes back to what we believe is and is not possible. And a belief is just a thought that we’ve allowed ourselves to think over and over again. Eventually it becomes imprinted in the subconscious mind like a groove worn in a well-traveled road. Many of us hold very limiting and disempowering beliefs about ourselves – not because they are true, but because this way of thinking is simply what we’ve become accustomed to. A good coach is one who can guide us to suspend outworn perspectives and self-sabotaging beliefs long enough to catch a glimpse of a new reality.

Working with a coach gives you access to a reliable technology for identifying the future you desire, and then consciously allowing that future to guide and inform the choices you make, the thoughts you think – and most importantly, the way you feel – in the present. As you start cultivating beliefs and taking actions that are consistent with the future you want to live into, you will literally become lit up by possibilities that were always there, but blocked from your previous field of vision.

A coach brings to the table a perspective that can only be seen from a neutral vantage point, which gives clients greater access to their own resources and insights. As a direct result of this powerful alliance, clients report numerous benefits, including:

- ▶ Taking more action than they would on their own
- ▶ Regarding themselves with greater respect
- ▶ An increase of self-confidence and self-esteem
- ▶ Generating momentum and consistency

- ▶ Experiencing greater clarity and focus
- ▶ Feeling more balanced within themselves, and less reactive to external forces
- ▶ Producing results in the areas of life that really matter – more money, improved relationships, etc.

Lastly, it's important to understand that a life coach is not to be confused with a friend that we seek out to "vent" about our problems. Coaches are professionals – not unlike physicians, attorneys, or psychologists – who are trained in a particular skillset that they utilize to empower their clients to create solutions to the challenges they face. Which of these skills they apply is determined by each unique client and situation. Sometimes a coach serves as a consultant and at other times a cheerleader; but no matter what role they take, it is always with the intention of helping clients to more clearly define their desires, recognize what's holding them back, and move forward with greater momentum and confidence.

Section 2: Exploring the Variety of Specialties Within the Coaching Field

One of the benefits of the rapidly increasing popularity of personal coaching is that there are now dozens of philosophies and methodologies for each coach to choose from. There are coaches who specialize in supporting clients in making big-picture discoveries – such as identifying their life's vision and clarifying values – and there are those who specialize in very specific niche markets, such as fitness, self-care, financial organization, or improving relationships. The implications of this variety are far-reaching: Not only is coaching a profession that can benefit people from every walk of life, but every coach can build his or her practice around the style of coaching that offers the closest fit to their own interests and desires. Here are just a few examples of the variety of specialty niches within the coaching field:

- ▶ Life Vision and Professional Development
- ▶ Extreme self-care
- ▶ Spirituality
- ▶ Relationships (singles, couples, families, etc.)
- ▶ Health & Fitness
- ▶ Creativity
- ▶ Financial Freedom

- ▶ Organization
- ▶ Success Strategies for Children/Teens/College Students

No matter what aspect of a client's life is the object of focus, the first powerful step to transforming any current circumstance is cultivating the willingness to see that circumstance and ourselves from a broader vantage point. A shift in perspective is often all that is required to realize that we have a greater ability to choose than we previously imagined. As we challenge outdated patterns of limitation and self-judgment, we open up space in our physical, mental and emotional bodies for an entirely new reality to emerge.

Section 3: The Unmet Societal Need That Coaching Fulfills

As we have seen, the benefits of personal coaching are universal and extend to individuals in all fields and from all walks of life. People hire coaches when they are contemplating a career transition, starting a new business, experiencing a general or vague feeling of dissatisfaction, re-evaluating life choices, or simply looking to affect a change in their personal or professional lives.

Despite its growing popularity, at the time of this writing, it is estimated that there are only about 20,000 full-time coaches practicing worldwide. And the vast majority of them (*about 15,000*) are found in the United States. Compare these statistics to those published by the American Bar Association, which confirms that there are now more than *one million* practicing attorneys in the U.S. Based on these numbers, it would appear that there are far more potential people seeking out coaches than individuals needing legal counsel.

The demand for coaches has grown at such a fast clip because more and more people now know that it exists. But will the need for coaches continue to increase in the future? And, why didn't this profession exist in the past?

At the turn of the last century, our very survival depended upon the support of our families, circles of friends and the larger community or tribe of which we were a part. In spite of our pioneering spirit – or maybe because of the enormous risks we were taking

in blazing trails across this new country – we relied on one other for our most basic of needs. Fast forward through the subsequent decades and observe how radically the needs of society have changed, and you'll notice a gradual yet significant disconnection of the tight bonds that were previously necessary to survive.

The traditional family unit has shrunk from the supportive environment created by multiple generations living under one roof to the more and more common reality of single parents barely able to make ends meet... both financially and emotionally. Communities have become fragmented; longtime neighbors barely know one another; and some of us have become more attentive to our cell phones and other digital devices than to the person sitting right in front of us – even if we love that person dearly.

Coaches and mentors are stepping into the roles previously held by trusted family members and the elders of our “tribe,” in large part because more and more of us are coming to realize that we were not designed to live this life alone... nor can we.

When the inevitable question, “Who can I talk to about this?” comes up in the hearts and minds of those who find themselves struggling in some way, psychologists have long been perceived as the answer to the question. In recent decades, the absence of having available and/or trusted family members we could seek out for support, seeking therapy became commonplace and even popular. But, admitting we need help, showing vulnerability, and revealing that that some aspects of life have gotten out of control is a tough thing for some people. One reason that coaching appeals to a wider demographic of people is because it facilitates a confidential relationship with a trusted professional, but without any social stigma attached to it.

A recent article in *The Washington Post* confirms that personal coaching is now filling the societal role once held by elders, and – more recently, by therapists – noting that a large percentage of those experiencing a challenging time are now skipping the “shrink” and hiring a life coach instead.

Traditional therapy is focused around understanding the past, whereas the coaching process spends no time examining how clients ended up where they are, or who is responsible for how they turned out. Coaching is about powerfully moving forward, period.

As more people see for themselves just how much more effective coaching is than traditional therapy, I have every reason to expect that its popularity will continue to soar.

Section 4: The Amazing Benefits of Being a Coach

Life coaching is a rewarding career choice on every level. For one thing, it affords you the opportunity to earn over a thousand dollars a day (the average professional life coach earns \$207/hour, while some executive coaches earn up to \$3,500 for a single session!), while working from your home or from virtually any location in the world. And, because you have the freedom to determine your own fee structure, set your own schedule, and choose the number of clients you coach on any given day, the lifestyle you'll enjoy as a professional coach is one of limitless flexibility and financial reward.

Maybe you've noticed that most high-paying careers – medicine, law, management, to name a few – are also high-stress. This is because these professions are oriented almost entirely around preventing or fixing problems. Choosing a career in life coaching is equally lucrative, and it's also low stress and uplifting. The focus is not on “fixing” our clients, but on empowering them to arrive at their own conclusions and solutions in order to lead better, more fulfilling, richer lives. Each of us was born with an internal guidance system that, if followed, will naturally lead us to the realization of our desires. By showing our clients how to reconnect with and direct this inner wisdom, they come back into alignment with their highest visions. The coach is simply the conduit through which these shifts in consciousness occur.

As the owner of your coaching business, you have complete freedom to set your own fee, determine your own hours, and to work from the comfort of your own home or from virtually any location in the world. It's also a path that encourages your continued growth and expansion, because it's just not possible to support others in realizing their full potential without also realizing your own.

Another advantage worth noting is that it's not necessary (nor recommended) to “quit your day job” and jump headlong into your new career. Instead, you can ease into your coaching practice slowly by doing it part-time at first, until gradually, you get a good feel for your new profession.

To summarize, here are some of the amazing benefits of becoming a life coach...

- ▶ Being your own boss
- ▶ Working from home
- ▶ Setting your own schedule
- ▶ Determining your own fees
- ▶ Choosing your clientele

Having the ability to transition into a new, more fulfilling career while still working in your current profession, and...

CHANGING PEOPLE'S LIVES FOREVER

As I have personally witnessed in the hundreds of coaches that I have personally certified, when someone becomes a coach, their sense of satisfaction and fulfillment in their lives dramatically increases. Here are some of the experiences they report:

- ▶ I feel more joyful and connected to well-being
- ▶ I feel empowered to create the life I want
- ▶ I have an unlimited potential to make money
- ▶ I've been inspired to get into better shape and enjoy more energy, vitality and physical health
- ▶ I have a sense of purpose because I know I'm helping another person achieve their dreams.

The field of professional coaching affords you the opportunity to create the lifestyle you've always wanted. As the owner of your own coaching practice, YOU are in charge; YOU make the decisions; and YOU get to decide what type of practice you really want and how much you're willing to put into it.

I invite you to take some time to imagine yourself enjoying a thriving practice; filled with clients whose success you celebrate on a daily basis; and reaping the rewards – both monetary and otherwise – that you will experience from serving others. More importantly, I invite you to inquire within yourself to discover whether life coaching just might be your calling in life... as it has become mine.

Click here <http://quantumcoachingacademy.com/program/video1/> to watch an interactive video clip that details even more advantages of choosing a career as a life coach. In the next section, I'll share some assessment tools that will help you determine with greater precision whether you are naturally suited for (and would easily succeed in) this work.

Section 5: The Characteristics of an Exceptional Coach: Do You Have What it Takes?

By now I hope I've opened your eyes to just how much success – personal and professional – is available to you as a professional coach. But you may be wondering how, if you've never had any experience coaching others, you can accurately predict if you're likely to enjoy this career path, or if you have what it takes to build a successful practice. The question that often comes up for those considering this career change is "Can excellent coaches be 'made,' or are some people simply born with the ability to empower and inspire?"

The answer is both, *and* it's also true that exceptional coaches often display one of four main characteristics, and sometimes a combination of two or more. The following quiz will give you a better understanding of your natural gifts, which will help you determine whether you are naturally suited to support people in realizing their full potential and greatness.

Review the statements in each of the following sections to see which ones resonate the strongest for you in your everyday life, giving 0 points for "Don't Agree;" 1 point for "Agree;" and 2 points for "Strongly Agree." Add up the points in each section, then read the assessments that follow to see which of the qualities of an exceptional coach you have a natural aptitude for. You can also click <http://quantumcoachingacademy.com/program/video2/> to learn how the qualities you naturally possess can serve you in becoming an awesome coach!

Quiz #1:

- I feel I have a higher-than-average awareness of other people's thoughts, emotions, and moods.
- I'm sensitive – and sometimes hyper-sensitive – to changes in my environment and to other people's needs and desires.
- I feel deeply for others, and it's easy for me to "walk in other people's shoes."
- When someone close to me tells me about a challenge or triumph, I can relate to the experience as if it had happened to me.
- I am often ready and willing to help someone in need, even if it comes at a sacrifice to my own immediate or long-term goals.

Quiz #2:

- It's easy for me to recognize the potential in others, and I feel fulfilled by helping them to discover and express it.
- When friends or family members are dissatisfied in some aspect of their life, I can often identify the ways they are limiting or sabotaging their own success.
- I believe that every person has the power to shape his or her destiny.
- I have a tendency to feel responsible for if someone in my life is unhappy.
- I'm the kind of person who is constantly imagining and asking, "What if?" In most situations and relationships, my awareness is drawn to what's possible, and not to the potential limitations.

Quiz #3:

- My dream job is one that would enable me to channel my passion for personal growth into a thriving and lucrative career.
- Throughout my life, I have been drawn to explore a variety of paths that support emotional and spiritual evolution.
- I view the process of expanding my consciousness as an on-going journey, rather than a destination goal.
- I have a heightened awareness of, and connection to, the inner world of my thoughts, moods, beliefs and emotions – and a desire to share this awareness with others.
- I'm usually the one in the room who initiates meaningful conversations. I'd much prefer to talk about life's joys and challenges than to make small talk.
- Total your score for each section, then click <http://quantumcoachingacademy.com/program/video3/> to learn how the qualities you naturally possess can serve you in becoming an awesome coach!



Quiz

Assessment for Quiz #1:

The Empath

As someone who is naturally empathic, you already possess one of the most essential characteristics of a successful coach. Empathy can be described as having a heightened awareness of other people's thoughts, emotions, and moods. It's often characterized as the willingness and ability to place oneself in another person's shoes, to feel, sense or understand another person's emotional state, or to relate to someone else's experience as if it were your own. Chances are, you've had a higher-than-average awareness of other people's moods, emotions, and energy for most of your life. You notice subtle changes in the environment around you, and you're sensitive (or maybe even hyper-sensitive) to other people's needs and desires.

The downside of being an empath is that your sensitivity – combined with your genuine desire to alleviate other people's distress – may cause you to become so in tune with other people's experience that you become temporarily disconnected with your own. Because you're so skilled in "placing yourself in another's shoes," you may feel pulled to offer what you feel those around you need – even if you don't have the resources or even the desire to provide it. For empathic types, the key to making sure that you stay connected to your own experience – and therefore to your source of power – is to establish healthy boundaries.

In the Quantum Success Coaching Certification Training Program, we teach our prospective coaches how to create not only *outer* boundaries – such as limits to the amount of time or attention you are willing to give – but also *inner* boundaries which guard your energy and ensure that their coaching practice nourishes and empowers them rather than depleting them. Of course, the added benefit of learning how to create boundaries that protect our time and energy is that we will naturally take this skill into other relationships and areas of our life as well.

Your natural aptitude for sensing and interpreting energy would give you an instant advantage as a life coach. Not only will it help you to establish rapport and safety with your clients, but it also gives you the ability to read "between the lines" of what they say to get to the essence of their communication. In other words, your intuition will let you know when something is "off," even when the client him or herself may be unaware of

it. There is a whole component of the QSCA devoted to teaching our coaches a precise framework for reading and interpreting energy – something that comes easily to you. By fine-tuning this skill, you'll be able to more quickly assess where people are blocked or stuck in a low-level vibration, and offer clear guidance for gaining a more empowered perspective.

Assessment for Quiz #2:

The Visionary

You have an ability to see possibility in people even when they cannot see it within themselves. It's important to distinguish that this skill is not the result of idealism or wishful thinking. It has to do with the filter you look and listen through when you interact with those around you. In the same way that Michelangelo could see a beautiful finished statue in an unmolded block of marble, you have an eye for seeing what is possible – not just in people, but probably also the potential of a given organization, enterprise or relationship.

And of course, hand in hand with the ability to see what is possible comes an awareness of the things that are blocking the expression of that potential. It's likely that you are able to see the limiting thoughts, beliefs and actions that keep your friends and loved ones playing a smaller game than they are capable of, and the ways that their perceptions of themselves is preventing them from living the life they truly desire.

Both sets of eyes – those that can scan for possibility and those that can see what's blocking that possibility from manifesting as a reality – are essential to being an extraordinary coach. One of the main principles that the Quantum Success Training Program was founded on is the assertion that there is no limit to what is possible for any human being, because we are born into an abundant universe, and through the power of the choices we make, we have the ability to literally mold our experience in any way that we choose. Many of the thousands of clients who flock each year to Law of Attraction coaching do not yet understand this. They may be familiar with it as an idea, but they haven't yet had a tangible, personal experience of how they, in fact, conceive, attract, and then experience the circumstances of their lives. Our certified Law of Attraction coaches become masterful at using this awareness to create transformation in their own lives, while also gaining the skills to empower their clients to do the same.

The QSCA provides in-depth training in how to interact with ourselves and others as *the possibility we are* rather than the limiting story we have come to believe about ourselves. The ability to hold a vision of our clients as powerful deliberate creators – not as victims of circumstance or bad luck – literally opens a clearing for them to conceive a new dream for themselves and a new vision for their lives. When we have a vision that is big enough and inspiring enough to be worth committing to, it naturally informs and redirects our thoughts, our moods and our daily choices.

In terms of coaching, if there is a downside to being a visionary, it's that you may have a tendency to become too involved in or attached to your clients' goals – to the point that you may start to feel that it is your responsibility, rather than theirs, to fulfill them. If, in your desire to see your clients express their full potential, you fall into the trap of wanting to "do it for them," you will set yourself up for a lot of frustration, and you will also diminish your clients' experience of their own creative power.

At the end of the day, we want our clients to know that the results they created came to be because of the shifts *they* made in their perception, beliefs, and choices. As a visionary, you already have the ability to see the untapped potential in people. Part of what you would receive if you become a certified Law of Attraction coach are tools to hold your clients accountable for expressing their full potential. This not only makes your job easier; it also makes you a more successful coach.

Assessment for Quiz #3: The Ever-Evolving

You are someone who is extremely committed to your own path of personal, emotional, and spiritual growth. It's likely that you've been actively involved with, or at least experimented with, a number of approaches that are designed to promote emotional healing, attaining goals, increasing self-esteem, and living a more peaceful and joyful life – meditation, psychotherapy, hypnosis, visualization... maybe even life coaching.

The fact that you have already invested time and energy in expanding your own consciousness gives you at least three distinct advantages, should you decide to become a Law of Attraction coach. The first one

is, you no doubt have a greater awareness of some of the most common barriers that prevent people from successfully creating the things and experiences they desire, and in your coaching relationships, this awareness will serve you incredibly well. The more limiting beliefs, perceptions, and habits of communication and behaviors you have recognized within yourself, the easier it will be to recognize these patterns in the people you coach.

Secondly, the fact that you have invested time and attention in your own emotional healing means that you are far less likely to become triggered or derailed by the issues that will come up for your clients as they take on the process of transforming their lives.

A third advantage is that if we as coaches are actively involved in raising our own consciousness... if we are committed to our continued growth and evolution... if we are genuinely thriving in our own lives... we become role models for our clients, showing them how it looks and what it takes to continually bring forth the best version of ourselves.

Think about it: A quarterback who wants to improve the accuracy of his throw won't learn a whole lot from someone who's never played the game. In the same way, to be an effective Law of Attraction coach, it's imperative that we practice these principles in our own lives, that we tend to our own inner world and that we have a commitment to transforming the barriers that we'll inevitably encounter along the way. So, in a very real sense, we get paid to lead extraordinary lives!

As someone who's been studying, applying and teaching others about the laws of deliberate creation for over 15 years, I can tell you that one of the most awesome benefits of doing this work is that in the process of guiding others to expand the amount of love, success and abundance they are available to receive, we *automatically* create this same expansion within ourselves. To put it simply, we cannot teach other people how to raise their vibration without simultaneously raising our own. So, to be a Law of Attraction coach is to create a structure for your life where you're continually fine-tuning your vibration in order to attract and receive more and more of all that you desire. The technology we teach in the QSCA is not stagnant knowledge. It's not something you learn once and then forget about. It's a reliable set of

tools that you can apply every day, in any situation, to continually enhance your experience. For someone who's committed to bringing forth your best self, there really isn't a more perfect career.

There is one potential downfall of being a person who is ever-evolving – and that is that we can develop a tendency to compulsively “work on” ourselves, not with the mindset of expanding our ability to enjoy life, but from a mindset of “I’m still broken.” Believe it or not, being on a path of personal and spiritual growth can actually become a kind of addiction. Some people get into the habit of going from one technique to the next; one therapist to the next; one guru to the next – looking for that one thing that will finally “fix” them. It's kind of like being addicted to trying every new fad diet that hits the airwaves. And when we get stuck in this cycle, our attention span is so short that we often become too impatient to actually reap the benefits of whatever technique or process we're learning. One week, we decide that meditation is what we need, so we practice it for a while, decide it isn't working, and then go onto the next thing that pulls our attention.

This tendency to keep running to the next “shiny new” personal growth toy is one of the reasons that I designed the Quantum Success Training Program as a comprehensive, yearlong, full immersion program. We teach our prospective coaches the science behind the universal laws of deliberate creation, the most effective

ways to apply them, the pitfalls to be mindful of – and, at every step of the way, they get to apply everything they're learning to their own lives, and eventually, with their clients.

Because you are someone who strives to create your life to be as joyful and fulfilling as it can possibly be, from my perspective, a career in coaching is a no brainer. Why not immerse yourself in the most cutting-edge technologies available, apply it to transform aspects of your own life, and get paid generously to share this information with others – all the while knowing that you are making a huge difference in the lives of those you reach?

The ability to hold a clear vision; having a natural inclination to empathize with others, and expressing a genuine eagerness and interest in forwarding your own evolution are all skills that will set you up to succeed as a life coach. But as is true of all other careers, you will need to continue developing these skills and acquiring new tools in order to stay at the top of your game. This is one of the most exciting “fringe benefits” of being a part of this field: every skill you sharpen for the purpose of serving your clients will also serve you!



We become role models for our clients, showing them how it looks and what it takes to continually bring forth the best version of ourselves.


Part Two: Your Toolkit for Becoming a Successful Life Coach

Section 1: Finding Your Niche

As you may know, Mark Victor Hansen is a beloved motivational speaker and the co-author of the *Chicken Soup for the Soul* book series, which eventually became an international enterprise. In the mid-1980s, before the first *Chicken Soup* book was released, there were dozens of topics that Mark was qualified to write about. However, because he understood the power of finding a niche and sticking to it, Mark amassed a veritable fortune by narrowing the focus of his book to the sharing of true-to-life inspirational stories. In a recent interview, he was quoted as saying, “Pick a niche and grow rich.” As you’re about to discover, there is great wisdom in those words!

The key to building a coaching practice that is both outwardly successful and internally rewarding lies in narrowing your focus to a particular coaching specialty or niche market that makes the best use of your existing skillset, life experience, and interests. When you’re passionate about the goals you are helping others to achieve – and especially if they’re similar to those that you’ve achieved in your own life – “marketing” your practice is simply an effortless extension of who you are and how you naturally interact with those around you.

In fact, the coaches who enjoy the most thriving and successful practices are those who not only choose a narrow coaching focus (stress management coaching, for example), but offer this type of coaching to a deliberately narrow target market (such as executives, or working mothers).



For example, I know a coach who *only* coaches Mary Kay representatives. He understands the company inside-out, makes presentations at their meetings, and works with the reps that are committed to dramatically increasing their sales performance. By focusing all his efforts on this very specific niche market, he has built a referral-based coaching practice that is filled to capacity, and earns him over \$200,000 a year.

All of the coaches who receive their certification through my Quantum Success Coaching Academy training program learn a fun and effective method for determining their niche. I direct them to make a list of their existing skillset, the life experiences that have made the greatest impact on them, and the wisdom they have gained on their own journey of personal growth that they are most proud of. At the intersection of these three components – existing skillset, life experience, and wisdom gained – they discover the demographic of people they are most inclined to serve and the focal point for their practice that will best allow them to leverage all that they have to contribute.

Here are some examples of a variety of coaching specialties that have been further tailored to serve a particular demographic of people:

- ▶ Stress management coaching for new managers
- ▶ Spiritual coaching for people in grief
- ▶ Life balance coaching for new parents
- ▶ Business skills coaching for fine artists
- ▶ Life reorganization coaching for empty-nesters
- ▶ College prep coaching for teens
- ▶ Self-care for stay-at-home moms
- ▶ Life skills coaching for young adults
- ▶ Financial management coaching for couples

I offer these examples so you can begin to see how your specific skillset and areas of interest can come together to create a thriving coaching practice filled with clients that you relate to and truly enjoy coaching. As you can see, there is really no end to the possibilities!

You may have picked up this book because you're in a job that is no longer exciting for you; is too stressful, or doesn't offer you the earning potential that you desire. One of the most fulfilling rewards of becoming a coach is that all of your previous experience – that

you've garnered through your career, your personal life, and even the trials and tribulations you may have encountered as a result of overcoming a challenge – can be applied to benefit your clients. I always encourage prospective coaches to think of their training not as embarking on an entirely new career, but as the next logical step along the evolving journey of their lives; both personal and professional. For example, one man loved the strategic challenges that his career as an attorney afforded him, but grew tired of the constant litigation, so he slowly transitioned from representing clients to coaching other attorneys in becoming better litigators. Oh, and he also doubled his income in two years' time!

Before I became a coach, I had a high-paying job training pharmaceutical sales representatives. It was a job I enjoyed and may have continued had it not been for the demanding travel schedule and the environment of competition and politics that were present in my home office. In the course of doing that work, I became very good at public speaking and working with group dynamics – skills that have served me enormously well in facilitating the group coaching programs that I lead today. The point I want to emphasize is that the sum total of your life experiences has made you an expert in many subjects that can become the focal point of your coaching practice.

To begin discovering your unique coaching niche, consider the following questions:

- ▶ **What positive changes have you made in your life that you are the most proud of?** For example, have you successfully transitioned after a divorce? Have you reached an important milestone in your career? Have you transformed your physique or your lifestyle in ways that make you proud? '
- ▶ **What are your passions and unique interests?** Are there hobbies or causes that draw your attention outside of work? What activities or projects would you happily do for free?
- ▶ **Is there a demographic of people you are naturally inclined to work with?** You can think here both in terms of specific age groups (teens; young adults; the elderly), and also in terms of organizations or groups of people who are drawn together by common interests (environmental concerns, for example, or new mothers).

Your answers to these questions and others like them will start to reveal just how many possibilities exist in the field of personal coaching. And now that you have greater clarity about how to go about finding your unique coaching niche; the next section will show you how to go about filling it with your most ideal clients.

Section 2: Magnetic Marketing

As someone who has enjoyed a thriving, lucrative, and deeply rewarding coaching practice for over fifteen years – and also as someone who has spent the last nine years training hundreds of other people to do the same – I can tell you with certainty that marketing is a crucial aspect to the expansion of any business, and to you realizing the success you desire in all aspects of your life. In actuality, the act of marketing yourself and your services is an expression of your self-worth and an indication that you are open to abundance. But in order to understand it in these terms, the word “marketing” is itself in need of an expanded definition.

Traditional marketing is based on a mindset in lack: We perceive some deficiency – a shortage of clients, for example, or of opportunity, or money – so we focus our efforts on identifying and targeting people we believe can fill that need. But because the interaction stems from an underlying belief in insufficiency, our marketing strategy inevitably degrades into an attempt at trying to coerce or convince people into agreeing to something, even if they feel it isn't a good fit for them, or won't be of benefit. If you've ever been on the other end of this type of sales tactic, you've probably experienced for yourself how unpleasant it is.

In my yearlong certification program, I train my coaches in a process that I call “magnetic,” or attraction-based, marketing, which takes a radically different approach than traditional tactics. Rather than focusing our efforts on finding clients with the resources to meet our needs, we focus our attention entirely on the value we have to offer, and the benefits we can give. The first approach evokes defensiveness and actually repels those we are trying to reach, while the second creates an atmosphere of interest and curiosity that's driven by our desire to serve and uplift.

In short, the way your marketing efforts will be received by others has a lot to do with how highly you value the services you provide. I like to think of it this way . . .

Imagine yourself as the host of a party, happily carrying around a tray full of yummy hors d'oeuvres that you've prepared for your guests. As you go around the room, some people will take what is on the tray right away. Others will turn it down. Some may say no, and then later say yes when the tray comes around for the second time. Others may never take a single hors d'oeuvre off of the tray.


If you get discouraged by those who don't want your hors d'oeuvres, you'll lose some of your enthusiasm for serving those who do. As Jack Canfield, one of my earliest mentors, is fond of saying about whether or not people respond when we invite them to participate with us: "Some will; some won't... So what? Next!" The point is that marketing is really not about "selling" your services, but offering them freely to all, and understanding that those who will benefit from them will be drawn to the value you provide.

Fortunately for this generation, gone are the days when the only avenues through which we can offer our "hors d'oeuvres" is by getting in our cars and attending networking meetings! We now live in an era when technology provides hundreds of creative ways to reach your ideal clients and lead them directly to you – without ever leaving your home.

Even though I have been watching with keen interest the growing trend toward personal coaching for almost twenty years, I was still surprised to learn that the search terms "life coaching" get over 80,000 hits a day on Google alone! This is an encouraging sign of the times that lie ahead – and it's also a testament to just how radically different our economy is now from even a decade ago.

For example, you can generate new clients, increase website traffic and even monetize that traffic, by creating webinars and other informative products that serve as "funnels" to lead interested others directly to your practice. You can utilize sites like Facebook, Instagram, Amazon.com and YouTube to promote your practice, *and* generate passive income streams by creating affiliate programs and joint venture partnerships. The training my coaches receive when they complete my Quantum Success Coaching Academy equips them with the very latest strategies for building a large email list, and teaches them all the steps to take to successfully launch of their coaching





practice. Once you position yourself squarely on the radar of prospective clients, you can begin building your thriving coaching practice. And like the Chinese proverb tells us, that journey begins with a single step: attracting your very first coaching client.

Section 3: Attracting Your First Client

Once you've identified your unique niche, and have focused your marketing efforts toward reaching that demographic of people, you are in a prime position to attract those who will benefit from what you have to offer. Let's look at a real-life example:

Peter, one of the earliest graduates of my coaching program, is a licensed real estate agent. Over the course of his career, he discovered that he really enjoys mentoring new agents and giving them tips on how to succeed. This interest led him to the next logical step – a desire to coach other real estate agents to sell more homes and become more prosperous.

Over the course of his yearlong training with the QSCA, Peter clearly identified his niche and the demographic of people he wanted to market to. Then, with the support of his coaching mentors, he made a plan of action for connecting with those people: he made a list of his existing contacts and the associations he was already affiliated with, and then did a Google search to locate other realtor organizations in his area.

Then, understanding that it's always best to start in your own backyard, he attended local events where he could network with those professionals – particularly those who had just gotten the real estate license, or were not doing as well as they would have liked. Once there, he exchanged business cards, and explained to everyone he met that he is now a professional coach who specializes in helping real estate agents dramatically increase their sales numbers and revenue.

Because he was clear about the service he had to provide, the focus of his conversations with others naturally placed the attention on others: how was their year going sales-wise? What was the most successful month they'd had, and how did that feel? What obstacles, if any, did they seem to encounter repeatedly?

Next, when those he chatted with expressed a challenge or a goal they wanted to achieve, like:

- ▶ “I want to have two more closings a week,” or
- ▶ “With today’s economy I am not selling as many houses,”...

... he was able to make the correlation between the need they expressed, and how his unique coaching approach may benefit them.

By engaging with people and showing genuine interest, he was coming from a perspective of “How can I serve?” instead of “What can I get?” The attitude of wanting to provide value is a very attractive quality, and people feel it. This simple approach has yielded Peter a coaching practice that consists of over a dozen high-performing real estate professionals.

For Peter, and for hundreds of QSCA-certified coaches like him, all that is necessary to begin attracting new clients is to interact with others with an attitude of wanting to contribute, and make the correlation between something that could genuinely benefit them and the benefits you can provide by giving them by a complimentary sample session. Here you’ll also want to mention that there is no cost or obligation, and that regardless of whether they become a paying client or not, you’re sure they will gain value and perspective from the experience.

As you take this approach with prospective clients, they will either be interested, or they won’t. If they aren’t, don’t take it personally. Remember Jack’s sage advice and simply move on, the same way you would if someone said “no, thank you” when you offer them an appetizer!

Remember that what others decide is right for them is not about you.

Some will be ready to take greater accountability for their success and will jump at the chance to experience a sample coaching session. Others may not be ready now, but may think of you when they are ready.

This is all part of a process of natural selection that ultimately works to your benefit: If someone is not ready to expand their comfort zone and challenge their limiting beliefs in whatever area of life they are seeking to improve, they won’t get nearly the results they would if they were committed to change, and you won’t get the rewards of successfully having coached them to the next level. If you follow the steps outlined throughout

this e-Book, in the order I am recommending them, before you know it, you’ll have a full-time (or part-time, if that is what you prefer) coaching business that will leave you feeling happy, excited, abundant, fulfilled, and loving life!

In the next section, we’re going to explore the phases of growth you will likely experience as a coach, and how cooperating with each phase will allow momentum to build more quickly and your success to unfold with less effort.

Section 4: Understanding the Growth Stages of Your Coaching Business

When it comes to the field of life coaching, I have a very unique vantage point. Not only have I trained and certified over 3,000 coaches all over the world, but I also follow up with each one of them through a program I’ve developed called “Where Are They Now?” (More on this program later...) In addition, many of the coaches who get certified through the QSCA continue on to become mentors of the coaches who are in the process of their own training. From all this collected experience – combined with the fifteen years that I managed my own one-on-one coaching practice, I’ve learned that the growth of a business – coaching or otherwise – unfolds in logical, consecutive, predictable phases.

I’ve known many people whose aspirations to become a great coach were derailed by the notion that they should be able to go directly from point A to point Z. But not only is it unrealistic to expect to achieve instantaneous results straight out of the gate; it’s not even desirable. Why? Because the wisdom you will gain on the journey toward your ideal coaching practice to create will naturally cause your vision to evolve. My business is now a thriving international coaching academy – metaphorically speaking, a huge, fruit-laden apple tree that supports all those who in some way support me – but it started out as a tiny sprout that I nourished one day at a time, one decision at a time, and one client at a time.

In this section, I’ll walk you through each phase of becoming that you’ll experience on your path to building a thriving, ever-expanding coaching practice. It’s important to understand this natural unfolding – not only so you’ll have a realistic idea of what to expect should you take this path, but also because each phase literally builds upon the one that came before. If you

skip steps – either because you become impatient, or because you never learned about them in the course of your training, your success will not unfold as effortlessly as it will once you deliberately cooperate with this process. As we explore each phase of growth, it might be helpful to remember that every act of creation – whether the biological growth of a plant or the birth of a human being – mirrors these natural, predictable phases throughout its unfolding:

Phase One: Preparation

The key to success in the first phase of growth lies in making sure that you receive the highest quality training in the principles and practices that will support you in becoming, over time, an excellent coach. In the final section of this eBook, I'll share in detail the various criteria to consider when it's time to actually choose a training program, but in the broadest sense, you want to make sure that the program you choose is philosophically sound and in agreement with your own, and that the technology being offered is both cutting-edge and easy to implement.

Your training is the foundation upon which all of your future successes will be built. It should prepare you for what's ahead by teaching you all you will need to know to achieve your desired results with your clients – whether you are working one-on-one or in a group setting. Your training should equip you with both the skillset and the sensitivity to successfully lead a client through a coaching call, and to know what processes to use in which situations. A truly exceptional training program doesn't just teach you *about* coaching; it provides ample opportunities to coach, and to get plenty of feedback on your coaching. This is where the saying, "practice makes perfect" definitely applies.

Phase Two: Hanging Your Shingle

Now that you have your coaching certification and a little experience under your belt, you've seen firsthand how much greater results can be achieved with the support and perspective offered by a coach – and both your confidence and your comfort level are increasing as a result. This is the time to declare, first to yourself and then to everyone you know, that you are a coach.

This is a huge developmental stage, because as you make this declaration to yourself, and picture both yourself and your clients living the successes you desire, you are building an internal momentum of passion and

excitement that can be felt by everyone who interacts with you.

When you share with certainty about the fabulous results that you and others have created, people can see the fire in your eyes and hear the conviction in your voice. This is powerfully magnetic. Your happiness; your success; and your belief in the coaching model you provide are the keys to your effortless success. In the same way that you would ask a friend to share the plan she used to lose their baby weight or get into better shape, co-workers, neighbors, and even family members and friends will begin asking you to share the secret behind the gleam in your eye. As you go about your life, attending business functions, family gatherings and social events, the internal momentum you've been building can now begin to externalize. "Marketing" becomes a natural expression of who you are and what you're up to.

At this stage, it's vital to have the structure of ongoing and regular support, because in the process of hanging your shingle and putting yourself "out there," it's likely that you will encounter doubts and fears about the value of what you have to offer. The typical internal dialog that asks, "Who am I to do this?" may try to stop you in your tracks. In these moments, the support of a coach or a mentor can remind you of your bigger vision and the reason you began this endeavor in the first place.

Phase Three: Speeding the Momentum

In this phase, a definite "buzz" has been created about your coaching practice. You're attracting new clients easier, and referrals are coming in as well. You've learned what to say in conversations with potential clients. You are achieving measurable results, your confidence is high, and you are feeling your value. You're aware of your target market and are becoming more creative in engaging them in the benefits of working with you. You're also honing your marketing strategies and filling your coaching "funnels," whether through social media outlets like Facebook, or by speaking at local groups. This is the stage where you might elect to take what has been working with your individual clients and leverage your time more effectively by leading group coaching programs.

Your coaching practice has now reached a level of sustainability that is continuing to build momentum.

The success you're achieving with clients is leading to referrals, which in turn leads to your feeling even greater success. The only tendency to be mindful of in this phase is developing the superstition that to keep the positive momentum going, you have to continue doing things exactly as you have been doing. In truth, the exact opposite is true. The success you've created so far is the result of your deliberate expansion, and your commitment to continually reach for more. The more traction your coaching practice gains, the more important it is to reassess your strategy, and make adjustments where needed. This brings us to the fourth and final phase of growth.

Phase Four: Pruning

In the same way that it's important to continue to expand your vision of your ideal client base and coaching practice, it's also essential to pay attention to signs that its growth is being hindered by investing energy in things that no longer yield a return. Everything in life is always in a process of becoming more – and your coaching practice is no different – so it's necessary to periodically re-evaluate what you're doing and how you do it. Sometimes the best way to support your expansion is by making a conscious decision to change course cut back.

When I first left the corporate world to start my coaching practice, I began leading a free monthly call that was responsible for attracting almost 100 percent of my client base. I led this call for so many years that it became second nature; something I didn't even think about. Then one day it occurred to me that I now had hundreds of referral sources and my business had expanded to the point that I only had time to coach a handful of clients – yet I continued doing this free monthly call, for the sole reason that I had always done it. By taking the time to re-evaluate this action in the context of my current values and priorities, it was easy to see that it no longer made sense. Letting go of it allowed me to focus on other creative projects that challenged and expanded me in new ways.

Like a garden, your career as a coach is a living, growing organism that requires energy, care and maintenance – and occasional pruning. It may seem counterintuitive, but the act of weeding out people, projects and practices that have grown stagnant or are no longer effective actually serves as a catalyst for new growth.

Releasing that which is no longer a match to our highest good and continued success is a part of healthy growth that can be seen everywhere throughout nature, yet most humans resist this natural process. We view letting go as a loss, so we cling to the old rather than release it to embrace the new. We hold onto old friendships that no longer serve us, because we are afraid to let go. We stay in relationships that no longer fulfill us because we are afraid of letting go. We even stay at jobs that are not serving us and don't pay us for the value that we bring because we are afraid to let go. But if you look anywhere in nature, you'll see that releasing the old is as natural as taking a breath out. The more we prune back the old, the more resources we free up to put toward pursuits that are fresh and life-giving.

In the third and final section of this eBook, we are going to explore the six critical factors to consider in order to choose the training program that most closely resonates with your unique interests, values, and lifestyle.



Part Three:

Choosing the Training Program That's a Perfect Fit for You

Section 1: The Power of Choice: Six Critical Factors to Consider

Just as every individual holds his or her own unique goals, desires and perspectives on life, every certification program trains and supports its coaches according to its own philosophy, and if you look for it, this perspective can be found at the basis of every aspect of the training process they offer. Choosing the program that's a good fit for you is simply a matter of understanding each program's core philosophy, and then deciding which of those provides the closest match to your own.

Today, there are more certification programs available to choose from than ever before, and this is truly a great thing. I fully believe (and teach) that our power and ability to choose is at the basis of the abundant universe of which we are all a part. At the time of this writing, the International Federation of Coaches (ICF), which is the organization that governs and regulates the coaching industry, estimates that there are now between 250-300 coaching schools just in the U.S. alone – and many these have just popped up over the last several years, very likely in response to the growing trends within this field. That there is now such a broad spectrum of training programs to choose from means that more due diligence will be required on your part to choose the right one for you.

In this section, I'll take you point by point through six critical factors to consider in order to choose the training style that most closely resonates with your unique interests, values, vision, and lifestyle. It is my hope that as you understand why each of these elements plays such a critical role in the quality of training you'll ultimately receive, you will also come to appreciate the value of the training that is available to you through the Quantum Success Coaching Academy.

Section 2: Understanding a Program's Philosophy on Coaching

There are two important elements that make Quantum Success Coaching distinctive in this industry. The first is that every bit of our philosophy – at the Academy and in our own lives – is founded on the understanding and application of the universal laws of deliberate creation. We are firm in our belief that our clients already have all the answers they need within them; that there is a natural process of evolution that is at work in theirs and in all of our lives, and that when we learn to listen to and cooperate with it, the outcomes we desire unfold naturally and effortlessly. In our view, the role of a coach is not to offer guidance or give advice, but to simply guide our clients back to the source of their own inner wisdom.

The second element that sets us apart from many is that we believe that who *you* are – the life experiences that *you've* had, and the unique wisdom that *you* bring to each client every time you coach them brings a vitally important dimension to the coaching relationship that shouldn't be left out of the equation.



Is the Coaching Method Pre-Determined or Evolving?

Some training programs will certify only those who agree to coach using a very limited repertoire of coaching processes, or a script that's been pre-written in one-size-fits-all fashion. If this is the program's philosophy, one of the first things you'll be asked to do is agree that you will follow their processes exactly as they are written and without deviating from them at all.

While I understand the thinking behind this approach – most adopt it because they want to ensure consistency in the way their method is taught, or in an attempt to prevent the processes from being misunderstood or misused by the coach – I also know that all things must grow or they die, and this means even really powerful coaching processes have room to improve over time. The coaching processes I teach today – while still based on the universal law of attraction – have evolved, for the simple reason that I have evolved, and so have my students and clients. In my view, it's every bit as important to be trained in methods that can be adapted to each individual person and situation as it is to know with certainty that the process you choose will have the intended effect when you apply it.

Let's face it. Delivering information to your client by rote does not inspire. What does inspire is when there is enough leeway in whatever method you're using for YOU to show up, and to make use of your own life experience and your knowledge of each individual client to provide the most value in each session.

Another downside of choosing a program that asks you to remain within the limits of their particular coaching "brand" is that your ability to carve out your own niche, as we talked about at length earlier in this book, will be

limited. You are basically promoting their brand, and in return for this they may promote you, along with other coaches they've certified, under their umbrella. If you're someone who wants to make a name for yourself, or if you're someone who enjoys modifying and adapting what you learn so that it's tailor fit to you, it's important to choose a program that allows you some discretion as to the range of coaching methods and processes you can choose from in each session – and the freedom to decide how to market yourself.

I'm proud of the training offered through the QSCA, because we deliberately provide what I think is the best of both worlds: the confidence that comes from working from a well-thought-out, pre-existing curriculum that delivers consistent, reliable results AND the freedom to be who you are, make your own choices, and express your own creativity.

Of course, the coaches who complete our program learn the basics: how to create a safe space for their clients, how to listen through the lens of what's possible versus the lens of what currently "is," and how to ask powerful questions aimed at expanding their clients' perspective of any given situation. But of equal importance, I also teach them how to refine their unique niche within the coaching industry and to market themselves and their services in a way that's consistent with that niche.

Does the Program Offer Advanced Training?

Another factor that should weigh into your decision is whether a school offers just one level of training, or if, after you've acquired a basic set of coaching skills, there are opportunities to become trained in a particular specialty by participating in an advanced level of training. The most exceptional coaches in history are those who never stopped learning; who consistently reach for more. It will serve you to prepare in advance for the possibility that you may decide to continue your education, and to find out if the program you choose can offer you this option. At the QSCA, we offer several levels of advanced training that support your continued development as a coach, as well as your continued happiness as a human being. We are not a one-stop-shop; we are truly a coaching academy.

Ultimately, there is no "right" or "wrong" program. But by taking the time to discover each program's philosophy, you can find the one that's right for you.

Section 3: Choosing a Delivery Method that Works for Your Style of Learning

The next thing to consider when researching a particular program is how that program will be delivered. How you will receive your training? When considering this, it's vital to understand that there is a *huge* degree of variance in this area. Some coaching certification programs are 100% self-study, meaning there are no instructors to guide you, and very little support available if you should encounter a roadblock or have a question. Some people were born with the self-discipline and focus to do well with independent study – and for certain subjects, this can actually be a preferable learning environment. Most people, however, will want and/or need the guidance and support of a real person, sharing real experiences, whether in a group or a one-on-one setting.

The delivery method you choose is important, because in training to be a coach, you will ultimately be supporting people in making major life decisions. If you're anything like me, you will want to know at each stage of your training that you're applying the processes and skills you're learning in the best possible way. The only way to measure this is by receiving feedback. How can you know if you're understanding each concept, and if your skills are developing if you have no one to guide, support and mentor you at each crucial step along your training?

Another option that has become increasingly popular is structuring a training program to take place over a series of weekends, often in a remote or resort-like setting. I never considered this option when I was creating the QSCA, because it didn't feel like the approach had integrity. We are only human, which means we need time to absorb, implement and integrate what we're learning in stages. To truly retain the information we're receiving, this integration needs to take place over a period of time, not over a weekend.

I structured the Quantum Success Coaching program with the idea that it's possible, ideal even, to combine the best of both worlds. Our program is taught live and in real time by an experienced coach and instructor who can go over concepts in greater depth, offer a new perspective if something isn't quite clicking into place, and provide clarity in the moment when you need your questions answered. In addition to the support of your instructor, you also have access to the QSCA

community, which you'll learn about in the next section, who are all there to contribute to your learning in any way they can.

There is no need to incur the cost of traveling to a particular location to receive your training. The QSCA offers a live, online, remote learning program that allows you to learn from highly experienced instructors from the comfort of your own home. After all, most people have jobs, families, and very busy lives. I designed the program to fit into your life so you can integrate everything you are learning over a period of time and not just over a weekend.


Section 4: Clarifying the Investment of Time and Money

The next thing you want to consider is the length of time it will take receive your certification. Here again, there is a broad spectrum, ranging from a few weeks to several years. It's worth noting that most of the programs that offer ICF certification take a minimum of 6 months to complete, and some can take 12 to 24 months. Before selecting a certification program, consider the timeframe you have in mind for completing your certification, and make sure you take into account what will support your existing schedule. In most cases, the longer the period of time you spread your training, the fewer hours you'll need to devote each week.

After eight years of facilitating the Quantum Success Coaching program, I've found that spacing the information and material out over a year's time sets a comfortable pace that allows students to implement what they've learned before moving onto the next topic.

The cost of your training program will also vary widely depending on where you study. Organizations with recognizable names offer programs that typically range from \$5,000 - \$14,000, and some are even more. You just need to be aware of whether the program you're considering is inclusive of everything you will need from start to finish, as some may charge an additional fee to receive your certification, or may require you to pay for things that, in my mind at least, should be included, such as mentors and other ongoing support.

By comparison, the QSCA is one of the most comprehensive and transformational coaching training programs offered today, and it costs less than \$5,000. There are no other certifications or continuing education



Ultimately,
there is no
“right” or
“wrong”
program.

But by taking
the time to
discover each
program’s
philosophy,
you can find
the one that’s
right for you.

required. Once you are certified, you are certified, period. And, everything you need is included in the program price, such as the manuals, the worksheets, the mentors, the recordings, and of course all the amazing bonuses and surprises and delights that we love providing our students. The only other small and minimal cost is the 6 books that are required reading: these cost approximately \$60 and are titles that you'll treasure in your library.

Section 5: Looking Ahead: Understanding the Level of Ongoing Support

Many new coaches don't realize this, but the instruction you receive during your training is just one component of what you'll need to make that knowledge your own. So, when considering which program is right for you, you'll want to explore just how much additional support – other than that you receive from the instructor – you'll have access to over the course of your training. For example, at the QSCA, students receive far more than the principles and processes that will be taught to them by their instructor. Each student is assigned a mentor who guides them through each module of the program. Also, each student is placed in a small group of fellow students that meet together on a regular basis. I can't tell you how many graduates have told me that this was one of the most valuable aspects of their training. The vast majority keep in contact with their groups well after their program ends – which makes sense, given how many shared experiences they've had, and how much they have in common.

As students transition into doing practice coaching, they are then assigned a coaching buddy so that both can get comfortable applying all that they've learned with one another before they start practicing with anyone outside the program. And then there is the amazing support staff that I call my Dream Team who are always available to help and support where the students need it. And, because I have an online community of over 160,000 people, we are also able to offer our coaches in training help with finding clients that can help them fulfill the number of coaching hours required to complete their certification. We understand that when you're brand new at something, it can initially feel a little unnerving to ask people to practice with you, and that's why – to the extent that we are able – we provide those resources for you. And, last but not least, every student who is trained by the

QSCA also receives support in the form of the stellar feedback that they receive throughout the program from the feedback team.

The adage that it takes a village to raise a child is one that I believe applies to learning as well. Personal experience has taught me that people learn best in a group dynamic, both because we learn from one another, and because we benefit from the feedback that can only be found in community. I can guarantee you that through every module of your training – though virtual – you will be a part of a community that feels more like a family than a coaching certification program.

Now, although I truly think of every student, graduate, and staff member of the QSCA like family, the next point I'm going to ask you to consider is strictly business:

**YOUR
COACHING
PRACTICE IS
A BUSINESS,
AND MUST
BE TREATED
AS SUCH!**

Perhaps the most critical factor of all to consider when deciding between all of your available options is whether or not the certification program you ultimately choose will train you in the business skills you'll need to create a thriving practice. This training can literally make or break your career.

By far, the biggest concern and question I hear from those who are considering a career as a coach is, "How will I get clients and make a living at this profession?" And this is a very valid question! When deciding where you want to receive your training, keep in mind that the return on your investment that you're looking for is not just acquiring the skills to become an exceptional coach. You also need to learn how to know to leverage that training into a successful coaching career.

Because I understand just how crucial it is for new coaches to have a ready-to-implement strategy for attracting clients, I designed the QSCA to include an entire Business Building module. When you learn techniques that allow you to become more deliberate about the trajectory of your own personal and professional growth, your enthusiasm and passion for life naturally increase. As a fledgling coach, what you need is a structure and a plan for using that newfound passion to bring others into your practice, and that is the sole focus of our Business Building module.

A large percentage of the coaches we certify are somewhere in the process of transitioning from previous careers – in the health care field, in the service industry, or in corporate America – and although they have amassed tremendous wisdom and all kinds of skills that will serve them well when they start coaching, many have never before managed their own business. Most are not accustomed to marketing themselves because none of their previous jobs have required it. And without this skill, your coaching practice will fail.

Throughout my career, I've come across so many bright, sincere people who've told me how confident they feel in their coaching abilities – and how passionate they are about it – but they aren't able to invest all their energy into their practice because they just can't manage to make a living. There are many reasons for this, but I've determined these to be the top 4:

- ▶ They don't view their coaching practice as a business and therefore don't treat it as such.

- ▶ They give away their services for free.
- ▶ They have not found a way to clearly and powerfully present their coaching services in a way that inspires others to want to work with them.
- ▶ They don't carry any credentials or certifications (we'll talk about this in length in the next session).

In the Business Building module, we teach our coaches how to run their practice as a business, how to get and keep clients, and how to set themselves up for success so once they're certified they can hit the ground running, so to speak. We teach them strategies to help them transition from being someone that people come to for support or advice, to enrolling them in the possibilities that a formal coaching relationship provides and becoming their personal coach who charges for their services.

I hope you will take the strong recommendation I've offered you here, and make sure that the school you choose also provides business training. You could be the best coach in the world, but if you don't have a formula for letting people know about your services, nobody can benefit.

Section 6: Putting it All Together: Assessing the Reputability of the Program and the Quality of Its Instructors

Here is a shortcut that will serve you well when trying to assess a program's overall reputation: Is the program recognized by, or associated with, the International Coaching Federation? Within the coaching industry, this is the organization that sets the standards, the core competencies, and the ethical codes for coaches and the coaching academies who train them. It's important to realize that not all programs that promise to train you as a coach can actually certify you as such, and that not all "certification programs" meet the core competencies and code of ethics outlined by the ICF. In fact, a great many programs apply for ICF affiliation each year, because it's widely understood that this strengthens a program's reputation, but despite applying, never get an approval. I am proud to say that the QSCA has been approved to offer continued education courses in association with the ICF since 2009, our second year operating.

In addition to a school's affiliation (or lack thereof) with the ICF, you also want to do a little research to

get a sense of the track record of the program you're considering. Does it consistently turn out a large percentage of successful coaches? Are graduates eager and willing to share about their experiences with the program, and are their reviews or testimonials made public?

Since the QSCA graduated its very first coaches in 2008, we've maintained a 96% completion rate for all of our students, whether they enrolled in the program for the sake of their own personal development, or whether they came into it determined to create a successful coaching practice. Many who were clear they wanted to become coaches have successfully transitioned out of their previous careers and are now coaching full time. And they are very vocal about their accomplishments: Without exaggeration, I receive well over a dozen emails a week from graduates thanking me for the depth of training they received. It is gratifying for me to see how many coaches are now speaking on stages, have created their own radio programs, or have been featured on CNN and other media outlets. And what's even more gratifying is to hear how much they are loving their lives while making more money than they ever thought possible.

This beautiful testimonial is representative of those I receive each week. I am truly blessed to be able to offer a program that is so inclusive, and that I am certain that when applied, really works.

The QSCA program is broken down into 5 separate modules, and here are a few bullet points of what you'll learn in each one:

Module One: Powerful and Effective Coaching Skills

By the end of this first module, you'll have all the basic skills needed to be a coach – and, unlike a lot of programs, upon completion of this module, you can actually start coaching clients for a fee if you choose to.

Here are a few of the skills that you'll learn:

- ▶ The qualities needed to be an exceptional coach and how to develop them
- ▶ How a personal coaching practice typically operates
- ▶ How to co-create a relationship with your clients
- ▶ Specific Law of Attraction coaching techniques – different from any other coaching model you'll ever run across

You'll also learn:

- ▶ Challenges coaches face and how to overcome them
- ▶ How to be an authentic coach with your own style
- ▶ How to define your "ideal client"
- ▶ Core competencies and a code of ethics that apply to all coaches
- ▶ When a client should be referred to someone else, and how to "fire" a client

Module 2: Perfecting the 7 Essential Universal Laws

In this module, you will be trained in all 7 Universal Essential Laws, including the Law of Attraction, and you'll learn specific processes that you will use to guide your clients – and yourself – to the outcomes you desire


Here is what one of our graduates had to say:

"My intent was to become a Coach, but my personal growth during this process makes all the work that much more rewarding. Christy and her team have assembled a powerful Academy that has deeply impacted my life and I would guarantee that it will benefit the quality of life for anyone who joins Christy's "Family".

If you are not meeting your life's goals and visions, join Christy's "family." Your ROI (Return On Investment) will be amazing!"

Sincerely, **Kirk Gros**

Discover More For FREE www.quantumcoachingacademy.com/next-step



in any situation. By the end of this module, you'll have a complete understanding of all 7 universal laws, and not only will you have started living them in your own life, but you'll also know how to coach others to live them in theirs.

In Module 2, you will:

- ▶ Learn a step-by-step process for working with your clients to create quantum success in their lives
- ▶ Increase your own knowledge of and begin to apply processes using the Law of Attraction
- ▶ Work through issues that your clients may bring to a session by receiving coaching from the QSCA instructors.
- ▶ You will experience more personal transformation in this module than possibly any other time in your life.

Module 3: Business Building and Marketing Strategies

In this module, our entire focus is on teaching you how to build your coaching business and equipping you with all of the necessary tools you'll need to succeed.

Here is just some of what you'll learn:

- ▶ How to build a six-figure coaching business and jump-start your new career
- ▶ How to set your coaching fee
- ▶ When to increase your fee
- ▶ How to create your 30-second marketing message
- ▶ How to get testimonials and endorsements
- ▶ How to build a business that suits your ideal lifestyle
- ▶ How to get clear on the type of clients you want and strategies for attracting those clients
- ▶ How to set and manage client expectations
- ▶ Powerful coaching tools for business building
- ▶ How to powerfully utilize Christy, the QSCA, and its combined subscriber base of over 160,000 people
- ▶ How to create a group coaching program
- ▶ How to set up systems that support you in becoming profitable in your business
- ▶ How to approach the field of coaching as an expert
- ▶ How to speak to potential clients with scripts on what to say

- ▶ How to choose a niche so that you can make even more money coaching
- ▶ How to start making money right away
- ▶ and much more

Module 4: Light Body / Light Worker Training

The principles, techniques and advanced coaching processes you'll learn in this module will set you apart from coaches trained in any other method. By the end of this module, you will have all the knowledge, support, techniques, skills, practice, and confidence to be a powerfully effective.

You'll learn how to guide clients through meditation processes so that they can:

- ▶ Attract their ideal partners
- ▶ Create soul relationships
- ▶ Magnetize and manifest abundance
- ▶ Create their ideal bodies
- ▶ Release self-sabotage
- ▶ You'll learn how to guide clients through meditation processes so that they can:
 - ▶ Release old hurts and pains
 - ▶ Change limiting beliefs
 - ▶ Learn the magnetizing process

Module 5: The Future Visioning Process

In this module, you will learn strategies, processes and techniques that will profoundly and instantly shift the lives of both you and your clients.

You'll:

- ▶ Learn the process to connect a client to his or her AMAZING future self
- ▶ Connect with your own AWESOME future self
- ▶ Release pain and struggle from your life, and guide your clients to do the same
- ▶ Learn the 4-step process for change
- ▶ Learn the 4-step process to expand success

You'll also:

- ▶ Release past resistance such as anger and resentments
- ▶ Learn the core quantum physics metaphysical laws and principles that create reality
- ▶ Learn four important questions to ask clients who want to step into their power

Back in 2008 when I first started the QSCA, prospective students had very few coaching certification programs to choose from. And even though we now live in a time where hundreds of methods and types of programs are available, I still receive constant feedback from every graduating class of coaches (many of whom have attended other certification programs over the years) that the QSCA is the most comprehensive and transformational coaching certification program they have experienced.





WHAT PEOPLE ARE SAYING ABOUT QSCA

Before we go further, I'd like to share – in their own words – what some of our other graduates have had to say:

Here's what Mary has to say about the QSCA:

"I wanted to take a moment to let you know how wonderful your Quantum Success Coaching Academy has been for me. I have always wanted to help people, I just didn't know how to do it on my own. I had been discouraged by what I thought had to happen in order to start my own business. I was confused so I set out to find something that was in alignment with me and what I wanted to offer to my clients. I had been searching for something to show me the path and that is when I found the QSCA. I am now a certified coach and it is all because of your program. I now have the confidence to coach my clients and empower them because you empowered me! ...

...As a result of the QSCA I manifested almost \$12,000 in 40 days, I have released 25 pounds off my body, my business is growing daily, I have been featured as an expert writer in Success Skills on the homepage of one of the top self-help websites in the country, and to top it off I am able to teach these techniques to my coaching clients and watch them reap the benefits as well. I am so very grateful to have you in my life. You can tell that you really care about your students and their success. You are an inspiration! Thank you so much!!!"

Mary Owens

Here's what Beth has to say about the QSCA:

The comprehensiveness of the QSCA program is top notch! This program creates an avenue for personal growth that prepares one for success in business. I found the following to be extremely beneficial as part of this program: the multi-modal and heart-centered approaches of teaching the skills of coaching and business development; cooperative learning and practice that occurs with the coaching buddies and pod group members; the growth mind-set of the curriculum; opportunities for connection within the Facebook group of amazing QSCA coaches and students; reflective feedback on coaching sessions; mentoring and support from a QSCA coach; opportunities for business development throughout the course and through the Quantum Success In Business event (where I got to meet Christy in person for the first time...she is the real deal and so down to earth!); a plethora of resources and support materials;

bonuses that will surprise and delight the QSCA family; and most of all connections with other heart-centered and like-minded people... all contribute to the unwavering feeling and knowing that I am not alone on this journey.

Beth Myers

And here is what Tess has to share:

"The QSCA program to become a certified coach has changed my life radically! I am a totally different person than I was when I began this course. Not only have I begun a new career quickly and happily, I have begun to see changes in myself as I learn about so many ways to create the life of my dreams. I have discovered I love coaching, I can make a good income, and I can be full of joy on a daily basis. I have discovered life does not have to be a struggle. No more grindstone for me!

By being part of this program, I am getting the best experience, the best in education, and the best in all-round preparation for being an excellent coach. I love how easy it is to attend class from wherever I am, how easy it is to submit assignments, and how easy it is to ask questions. I feel valued, supported, and like I am getting more than my money's worth. If you are thinking about becoming a life coach, I highly recommend the QSCA!"

Tess Adams

Here's what Darlene has to say about the QSCA:

Thank you so much for your wonderful note. It means a lot to me!

I am so excited to have completed the certification. It has been an amazing journey of discovery, enlightenment and growth. Words fall short in expressing how much this experience has meant to me. It has changed my life! I feel as if I have finally found an understanding of this life, my connection to everything, and the Source of all that is. I have been studying spirituality for many, many years and what I have learned in the past 16 months has brought it all together for me. I'm so grateful that I picked up your book, and became part of the "family" to then learn about the QSCA.

I would also like you to know how grateful and appreciative I am for the great staff at the QSCA. Julie was a wonderful instructor, informative, kind, inspiring and always encouraging with an undeniable

belief in our successful completion of the course. My mentor, Barbara Anselmi, and the support staff were also so supportive; always offering kind words and encouragement.

The course material was fantastic! The breath and depth of information was so intensive and exciting to explore. The bonuses alone provide so much added information and resources in support of creating a successful coaching business, as well as an abundance of information, resources, and opportunities to further our learning experience.

I'm looking forward to what's to come next and my continued experience as a part of your "family."

Thank you again for such an amazing experience!

Darlene Maddern

Here's what Kavita has to say about the QSCA:

Hello Christy, I received word of my certification and I just wanted to personally thank you for the light that you radiate. That light found me in a time of my life where I was lost, had no direction and didn't know what my life purpose was. I remember taking my 8 month old daughter for a walk one evening and I looked up at the sky and I asked God for help. To help me out of this darkness that was beginning to consume me. The next day I found an email that I almost deleted right away but something told me to read it. It was your first training video for the QSCA. I had no idea what a life coach was and I thought I would look into seeing if I

needed one for myself. Little did I know that reading that email and watching the videos would change my life forever. I have now found what I am meant to do and I LOVE it. I will forever be grateful to you. Thank you for being this magnificent ball of light. You are an inspiration to all. And thank you for giving me this amazing family to continue my journey with.

Kavita Lagalla

Here's what Ron has to say:

"This has been a great learning experience that covers everything you need to know about coaching, building a successful business, and hands-on experience with personal one-on-one assistance from Christy and her team...so much content, so much value and so much great material...If you want instruction from the best, then take this course!"

Ron Price

And lastly, here's what Evelyn has to say about her experience:

"After joining the QSCA I was coaching people within 3 months and made enough money to cover the cost of the course! The benefits I received far outweighed the cost. I am now a full-time coach making an AWESOME income and living my passion and purpose! I have never been so fulfilled! From the bottom of my heart, thank you Christy."

Evelyn Apostolou,
Certified QSCA Law of Attraction Coach



I'd like to leave you with a few final points to consider when making the choice about how you want the next phase of your career to unfold. Sometimes at the outset of a new endeavor, the investment of time and/or money can feel overwhelming, and uncertainty about how it will turn out can stop us in our tracks. I offer you the following questions to help you put in perspective the long term returns on choosing to make an investment in yourself, and in your future:

WHAT IS IT WORTH TO YOU?

What would it be worth to you to be personally trained for a period of one year by a successful, qualified instructor who is committed to your success, and to teaching you everything he or she knows?

What would it be worth to you to have an intimate knowledge and familiarity of an exact, replicable process that practically guarantees you will be a successful coach making as much money as you desire to make?

What kind of life could you create for yourself if you were making \$100k per year?

What would that mean to your family?

Would it mean that you could finally take the vacation you've always wanted?

Would it mean paying off credit cards and old debts?

Would it mean buying a new car or moving to a nicer home?

Would it mean that you could finally donate to a charity or organization that you love and support?

Of course I understand that creating a fulfilling and rewarding career as a coach is not all about the money...

Maybe it's simply about being able to work from home and have the freedom to set your own schedule.

Maybe it's about having more time to spend with your family.

Maybe it's about being in total control of your life, your time, your finances...everything.

Because you like the idea of being your own boss and making the decisions about how much time you work and how much money you make.

Maybe it's simply about being able to help others and sharing your knowledge and life experiences to improve someone else's life.

And maybe, just maybe, it's all of these things combined.

I'd like you to consider that this is exactly what you've been looking for.

You want to become a coach, and you want improve the quality of your life while guiding others how to do the same. And this is your opportunity knocking.

I invite you to answer the door and follow this calling, because I know the rewards, joy, and freedom that being a coach can bring you.



Conclusion:

Step Into Action: It's Never Too Late to Create a Life You Love

In this book, I hope you have come to understand that no matter what your background or previous knowledge base, coaching offers a way to apply to make a contribution to others. It does not matter how long you have been doing whatever you've been doing, and it doesn't matter how old you are. It is NEVER too late to start doing what you feel called to do, or to align yourself with your true purpose and passion. Well within your reach *right now* is a path that will lead you to more success, happiness, and financial abundance than you've ever imagined.

If you find yourself in a position similar to the one I was in all those years ago; if you're working at a job that drains you; if you're getting by on less money than you desire and deserve; or if you simply have a haunting feeling that Life has something greater in store for you, then I encourage you to explore those feelings.

Taking a leap of faith, following my heart, and choosing to create my own coaching practice was the first important step to realizing all the success I enjoy today. I am passionate about this field and the opportunities it holds. And becoming a coach is a powerful step you can take right now to explore just how many expansive opportunities are actually available.

I have been doing this work for well over a decade and the reason I do it is because there is nothing like watching my students and clients give birth to a desire and then being the support system for them to bring that desire into full realization. Seeing people manifest what they want is such a thrill. Witnessing someone change a difficult situation in her life and then moving past it is beyond a privilege. Knowing that what I am doing as my work in the world,

or my creative expression is helping other people live the lives they were truly meant to live, helping them to get clear on what they want, and giving them the spiritual tools and education to move from a perspective of lack and limitation to one of unlimited abundance, and to see them blossom into the best version of themselves... I just can't put words to this feeling.

Even if you've quietly resigned yourself to a job that feels stagnant or unfulfilling, know that it is never too late to start down a whole new career path. And for you – like for me – this could end up becoming the first step down your Yellow Brick Road!

The training you'll receive through the QSCA will give you everything you need to become a successful practicing Life Coach – regardless of your previous level of experience. If you've never coached anyone before in your life, but are ready to learn... we've got you covered. If you're already a practicing coach, but have discovered that there's a lot more creating a thriving and lucrative practice than meets the eye... we've got you covered, too. Even if you're not sure whether you ever want to coach others, but are simply searching for something to take you to the next level in your life, or are looking to reconnect with your true passion and purpose... this program will deliver to you all that and much more.





If you loved this book...

Then take the next steps right now and watch these 5 free videos that I created to show you exactly how to create and build a successful coaching practice and start earning \$200/hr in less than 90 days.

www.quantumcoachingacademy.com/next-step



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