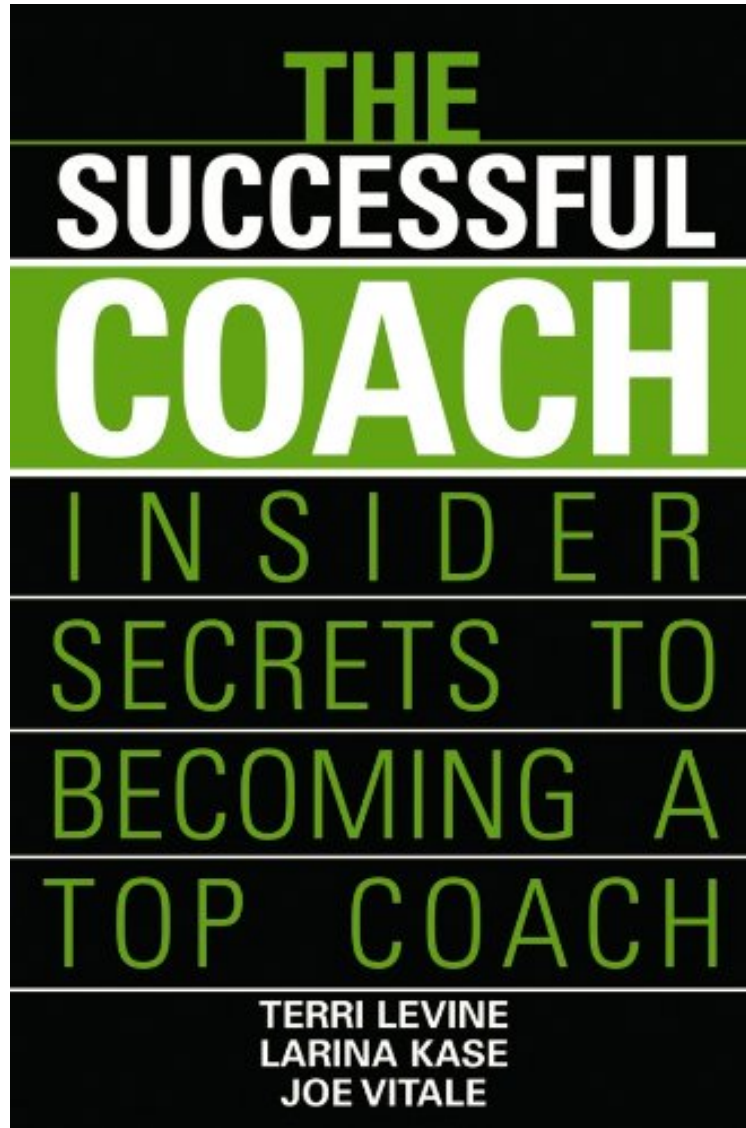


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The Successful Coach: Insider Secrets to Becoming a Top Coach

Terri Levine, Larina Kase, Joe Vitale
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Terri Levine, Larina Kase, Joe Vitale : The Successful Coach: Insider Secrets to Becoming a Top Coach before purchasing it in order to gage whether or not it would be worth my time, and all praised The Successful Coach: Insider Secrets to Becoming a Top Coach:

3 of 3 people found the following review helpful. The Successful Coach - Improve your coaching sales and increase your coaching confidence By April Braswell Terri Levine, Dr. Larina Kase, and Dr. Joe Vitale combine their talents to create a truly superb book for people wanting either to get into the coaching business or who are one of the 91% of coaches earning less than \$100,000 p/annum who desire to earn a full-living from their craft. The different voices and skill sets of the 3 authors meld and blend well together in this book, combining Ms. Levine's voice as a long-term

coach from the early days in the trenches of coaching when some people thought it might be just another business fad, Dr. Kase's confidence building exercises (including cognitive behavior therapy techniques to excavate and alter self-sabotage), and Dr. Joe Vitale's great success as an internet marketer. Interspersed throughout the book you will also find the voices of other coaches and experts on a given niche topic in mini-interviews which further illustrate and enliven this excellent book for coaches. You will definitely want to add this to your resource library and refer back to it quarterly for ideas in ways you can improve both as a coach and as person running your own business. 2 of 2 people found the following review helpful. Recommended for new coaches By Donald This book meets a critical feature needed - that is how to be successful from inside out. It does not just provide simple how tos that would only work if one had extensive internet business or marketing experience. The ideas in this eBook will surely work for anyone that really wants to become successful. 1 of 1 people found the following review helpful. Great work of Art! By Edward If you interested in becoming a Coach and learning how to Teach then this book is for you. Well written. The 3 Authors are well respected in the business community and Joe Vitale is one of the best out there with writing books. I really enjoyed reading this book I suggest if you want to become a coach you get this book.

"The power of positive ACTION! The authors not only share their secrets to building a highly successful practice, but also provide readers with practical, everyday action steps to fill their practice, generate more referrals, and find more clients fast by taking positive actions." --Stephen Fairley, MA, RCC President Business Coach, Today's Leadership Coaching, Inc coauthor of Getting Started in Personal and Executive Coaching "The Successful Coach is terrific-practical, friendly, and very helpful. Instead of fearfully wondering, 'Can I make it as a coach?' aspiring coaches can shift and confidently ask, 'What kind of difference do I want to make with people?' and 'What wonderful life will I have when I am a wildly successful coach?'" --Marilee Adams, PHD author of Change Your Questions, Change Your Life An easy-to-follow blueprint for developing a successful coaching practice If you are a coach, or want to become one, this book will help you resolve self-limiting beliefs and give you the know-how to build a successful practice. Everything you need to know to be a top coach is set forth in this book. The first half helps you overcome obstacles that hold you back so you can soar to the pinnacle of the profession. You will learn valuable concepts and techniques to improve your coaching skills, including conquering excuses that stand in your path, thinking like a top coach, and tapping into the power of self-motivation. The second half of the book gives you marketing strategies to gain clients and build your business. You will learn how to build a unique niche that fully leverages your own unique competencies and skills. Moreover, the authors help you identify and conquer fears and insecurities that may be preventing you from implementing the marketing and sales tactics that will make your business take off. The authors--two highly successful coaches and one bestselling marketing guru--draw on their own experiences to help you uncover and exploit the unique blend of skills and knowledge that you possess to be a top coach.

From the Back Cover "The power of positive ACTION! The authors not only share their secrets to building a highly successful practice, but also provide readers with practical, everyday action steps to fill their practice, generate more referrals, and find more clients fast by taking positive actions." --Stephen Fairley, MA, RCC President Business Coach, Today's Leadership Coaching, Inc coauthor of Getting Started in Personal and Executive Coaching "The Successful Coach is terrific--practical, friendly, and very helpful. Instead of fearfully wondering, 'Can I make it as a coach?' aspiring coaches can shift and confidently ask, 'What kind of difference do I want to make with people?' and 'What wonderful life will I have when I am a wildly successful coach?'" --Marilee Adams, PHD author of Change Your Questions, Change Your Life An easy-to-follow blueprint for developing a successful coaching practice If you are a coach, or want to become one, this book will help you resolve self-limiting beliefs and give you the know-how to build a successful practice. Everything you need to know to be a top coach is set forth in this book. The first half helps you overcome obstacles that hold you back so you can soar to the pinnacle of the profession. You will learn valuable concepts and techniques to improve your coaching skills, including conquering excuses that stand in your path, thinking like a top coach, and tapping into the power of self-motivation. The second half of the book gives you marketing strategies to gain clients and build your business. You will learn how to build a unique niche that fully leverages your own unique competencies and skills. Moreover, the authors help you identify and conquer fears and insecurities that may be preventing you from implementing the marketing and sales tactics that will make your business take off. The authors--two highly successful coaches and one bestselling marketing guru--draw on their own experiences to help you uncover and exploit the unique blend of skills and knowledge that you possess to be a top coach. About the Author TERRI LEVINE, MCC, is the founder and CEO of Comprehensive Coaching U and The Coaching Institute, internationally recognized programs that provide training to individuals and organizations that want to learn coaching skills. She has an impressive track record of growing million dollar businesses. A popular keynote and motivational speaker, Terri Levine is also a successful author. LARINA KASE, PSYD, MBA, is a licensed psychologist and the President of Performance and Success Coaching, a career and business coaching company. As a cognitive therapist, Dr. Kase's expertise in changing thoughts and actions has helped dozens of executives, coaches, and consultants overcome self-limiting beliefs and behavior to achieve their goals. JOE VITALE,

is President of Hypnotic Marketing, Inc., a marketing consulting firm. Joe Vitale has been called "the Buddha of the Internet" due to his combination of spirituality and marketing acumen. His clients include the Red Cross, PBS, Children's Memorial Hermann Hospital, and numerous small and large businesses around the world. He is the author most recently of *Meet and Grow Rich* (Wiley).