



## New Workshop Tracks and Sessions

On Thursday, July 11<sup>th</sup>, two new learning sessions will make their debut.

### Session 1: How Couples Work Their Coaching Business

Learn from an experienced panel of Coaches who have figured out the sweet spot when building a successful coaching business alongside their spouse. You'll also gain solutions on how to overcome doubts and influence the skeptics. This track is right for you if you're looking for ideas with the following:

- *How couples team up and run the family business*
- *How to validate and leverage the strengths of your partner*
- *How to get my spouse or a family member involved in the business*
- *How to support each other as working entrepreneurs*
- *How to put the marriage first and set healthy boundaries*
- *How to take the stress off the "working" Coach*
- *How to deal with being in the public eye without compromising my family*

### Session 2: How Men Work Their Coaching Business

Our successful, male Coaches have figured out that a man's place in this business is NOT on the sidelines. There is a massive opportunity for men to step up and lead a coaching business in their own way, at their own pace and with their own unique skill set.

- *Understanding the potential for personal and financial growth*
- *What is the opportunity for men in this business?*
- *How do men apply the Vital Behaviors?*
- *Who and how do men attract people to coaching?*
- *How are men recruiting women to coaching?*
- *Can you build a business without relying solely on social media?*

The **ALL NEW Training Workshop Tracks** will focus on where you are in your business and where you want to go. Both Friday, July 12<sup>th</sup> & Saturday, July 13<sup>th</sup> afternoon tracks will be dedicated to Coaches who are hungry to learn and willing to work. The workshops will be automatically assigned based on your qualifying, lifetime rank as of June 6, 2019\*.

If you're a Lifetime Coach, Emerald or Ruby Coach and your goal is to achieve Diamond rank, you will be qualified for the **Coach Accelerator Track**. The speakers and topics in this track will be focused on helping you find more people and grow a productive team of Coaches. We're confident this track is what you need if

- *you're wanting to keep this business simple, manageable and not stress out about building a massive organization*
- *you're struggling to be more consistent in your daily activities*
- *you're not certain how to talk about the opportunity or the compensation plan*
- *you're not sure how to grow beyond your warm market*
- *you want to hear how other Coaches turn Challengers into working Coaches*
- *you want training on crafting your story*
- *you struggle to work this business part time along with other life commitments*
- *you're looking to engage your challengers, connect on a deeper level and get people results*

If you're a lifetime Diamond or 1 Star Diamond Coach whose goal is to recruit and develop more leaders on your team, advance in rank and create more earning potential, you will be qualified for the **Leadership I Training Track**. The speakers and topics in this track will be focused on helping you develop your leaders and create more duplication throughout your organization. We're confident this track is what you need if

- *you are a lifetime Diamond Coach and are struggling to get to the next level*
- *you don't know how to talk about and grow your business from a Volume perspective*
- *you're looking to understand your earning potential and how duplication works*
- *you want to hear other Coaches' strategies for Coach placement*
- *you want your story to reflect you as a mentor versus a hero*
- *you're struggling to recruit Coaches actively working the business*
- *you need help balancing running a small business and developing people*

If you're a lifetime, 2 Star Diamond Coach or higher\*, looking to re-engage, re-envision, or rebuild a more, productive and sustainable organization, you will be qualified for the **Leadership II Training Track**. The speakers and topics in this track will be focused on helping you create a long-term vision for your team and strengthen your Diamond and Star Diamond leadership base. We're confident this track is what you need if

- *you're a lifetime, 2 Star Diamond Coach who has plateaued in this business*
- *you need help creating a long-term vision for your team*
- *you're scrambling to replace fallen Diamonds*
- *you want ideas to help get your leaders achieve Road to Elite milestones*
- *you're struggling with confidence and staying relevant*
- *you want to hear how your peers overcame business set-backs and turned their slumps into success*
- *you want to learn how to keep sharing your story in an ever-changing social media landscape*
- *You're thinking of doing more retreats to enhance Team communication and build more business momentum*
- *you want to know where business-building Coaches should invest their time and money*
- *you're looking to understand how to communicate earning potential and business growth strategies*

*\*The qualification for the Leadership II Training track is a lifetime 2 Star Diamond Coach or higher AND a paid Diamond Coach as of June 6, 2019*

**\*\*Workshop topics and qualifications are subject to change**