

## **FAQ**

### **What is business coaching?**

Coaching grows a person from the inside out. Coaching helps you set goals that match your highest potential, create a realistic plan to achieve those goals, discover then eliminate, how to sabotage your own business, and finally hold you responsible for achieving those goals within a specific period. Coaching teaches you how to find the answers within yourself. While your coach may offer you insight and advice, the primary purpose of coaching is to unshackle you so you can truly learn how to create the business of your dreams.

### **How do I know if I need business coaching?**

You will need a business coach if you want help:

- To prioritize goals and tasks
- To be more responsible for following through with tasks
- To organize your thoughts
- To understand how you have been sabotaging your efforts (and how to eliminate those traits)
- To create a practical and effective program
- To maintain high motivation and impact even in the face of difficulties

### **What are your business coaching areas of expertise?**

My business coaching expertise 4 main areas: Process, Promotion, Policies, and Productivity. Together, in those 3 key areas, we work on leadership development, resilience building, communication skills, conflict resolution, executive presence, and career transition.

### **What benefits can business coaching deliver for my business?**

- Improved personal and business performance
- Improves employee morale; more loyal and motivated staff
- Preservation of high potential and top performance team
- Higher customer retention

### **How do you assess and measure the success of business coaching programs?**

My business coaching programs are highly customized and include several steps to ensure that it meets your business objectives:

**Goals** – Generate clearly defined goals in advance. Several different success steps can be applied, depending on the business objective:

- Learning – level of core competency that is expected to be obtained as a direct result of the program
- Behavior change – Has the behavior and mindset changed according to business goals as a result of the program
- Business results – impact on the business results that can be quantified or evaluated as a result of the training program.

**Actions** – The program is aligned with the overall goal to ensure that the actions taken throughout the program have a direct effect on the business goal.

**Evaluation** – At the end of the business coaching program, the effect is quantified against the original measure of success.

### **How do business coaching programs work?**

My business coaching programs are designed as a partnership between the business, the coachee, and the coach (me.) All programs are structured as follows:

- **Set the Goals:** I work with you to set goals that meet the business objectives and needs of the individual
- **Create the Strategy:** Design the proposed coaching program, timeline, and schedule and ensure its agreeable to stakeholders
- **Take Action:** Implementation will take place through the business coaching program. Together we will monitor the results, identify opportunities for improvement, and make necessary implementation changes. This stage also includes regular audit meetings to review and obtain feedback on progress.
- **Assess:** The results are evaluated against the established goals and further development opportunities are also identified.
- **Maintain:** Programs are introduced to ensure new behaviors and mindsets become embedded.

### **What coaching results have other business owners seen?**

There are three main reasons why business coaching will work for you and your business. First, I will help you get 100% focused on your goals and step-by-step processes to get you there. Second, I will keep you accountable for performing tasks, both personal and the daily tasks of running your business. You invest in your success and I make sure to get you there. Thirdly, I teach you as many profit-building strategies as you need to take your business to the next level.

### **What business coaching is not?**

- **Therapy:** business coaching is not a therapy, because the therapy should help people to recover from emotional or mental disorders such as depression or anxiety. Coaching, on the other hand, focuses on the present and the future, focusing on optimizing the opportunities in your life to ultimately achieve greater happiness.
- **Consulting:** Consultants are hired based on their expertise. They are expected to diagnose problems, then prescribe and sometimes implement solutions. Coaching, however, assumes that you can develop your solutions the coach is only there to guide, assist, and help you to develop your plan and your actions to take.
- **Mentoring:** A mentor is an expert who teaches wisdom based on his own experiences. Mentoring can include advice, counseling, and coaching, but the coaching process is not about advice or advice. Instead, coaching is more specific to help you set and achieve your own goals.
- **Training:** Training requires a linear, one-way learning path that complies with a set curriculum. Coaching, on the other hand, is non-linear; it is a two-way partnership and does not start with a given curriculum.

### **What type of person hires a business coach?**

The only trait in common they seem to have is their understanding they can do better and the desire to change their lives for the better. People will come from all walks of life. According to an ICF study that shows 86% of participants who hire a coach believe they have at least repaid their investment, if not more.

### **What does the research say about coaching?**

Studies have been revealed in comparing “training” to “coaching combined with training” alone. The study showed that training alone increased productivity by 22.4%, while training and weekly coaching increased productivity by 88%. Here is the reason: Synergy between coach and customer creates momentum and enthusiasm. Better goals are set, and the customer develops new skills that lead to greater success. Business coaching provides a structure of support, and your Coach is an objective, positive supporter.

### **How much coaching will I need, and for how long?**

The duration of a coaching partnership depends on the needs and preferences of the client, including the type of goals planned, the speed with which the client takes action, the frequency of coaching meetings, etc., and the financial resources available to support coaching. For some people, this can take up to 6 sessions; for most others, it will be 12 months. What is important, however, is that the customer always has control over the termination of the process whenever they wish.

### **Can I achieve my goals on my own without a business coach?**

You can certainly achieve many goals on your own, but with a business coach, you will be able to do bigger things, set bolder goals, and get results faster. Commitment, accountability, and follow-through are some of the most valuable components of the coaching process, and they are why people who work with a business coach make much more progress than working alone. Your business coach also gives you access to a set of tools, techniques, and processes that are proven to work, and you benefit from being exposed to a different perspective that challenges your approach and provides you with new ideas

### **What is the value of coaching?**

It is your constant progress to bring your vision to life by guiding you every step of the way and celebrating your success.

In addition, we can support your business to embed learning following any training programs that you implement. Through a short training program that immediately after training, I can transfer learning from the workshop to the work environment. This is a step often missed by training providers but is the most effective and effective way to provide a return on investment for your training dollars.

### **Why would you ever fire a client?**

A client can be fired in a limited number of cases but for very specific reasons. Never without a discussion in advance and the opportunity to fix the problems. Reasons include:

- Illegal activity
- Refusal to complete tasks

- Refusal to show up on time
- Refusal to take responsibility for their decisions
- Refusal to take action on their decisions
- Failure to pay in time

**Do you service a particular geographic region?**

We are located in the Cincinnati, Ohio area. However, clients are from all across the United States. Anyone can be reached thanks to google meet and Zoom.

**How much do your business coaching programs cost?** We have various business coaching package plans. Online fees will incur. Here are the options below:

- 21 Savage – 2 hourly Coaching Sessions for \$100.
- 3 for 1 Crypto Proof – 3 hourly coaching sessions for \$300
- 444 Building a Legacy – 4 hourly coaching sessions for \$400
- 777 Gift Back & Give Back – 7 hourly coaching sessions for \$700