Confident YOU!

Leap Outside Your Comfort Zone and Achieve What You Want

One-on-One Coaching Program Preview

Ready2Go MARKETING SOLUTIONS

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One-on-One Coaching Program Preview

Congratulations on purchasing your very own Ready2Go One-On-One Coaching Program!

You now have at your disposal another product in the extensive suite of completely developed Ready2Go products that you brand as your own and easily implement to grow your business. While we certainly hope that you use this product in conjunction with the full suite of information products and training courses, this product alone is a great tool for creating a very profitable, and extremely rewarding coaching business.

The full suite of Ready2Go products includes **professionally written, scripted and designed**:

- One-on-one coaching programs
- Pre-written tweets
- Special reports
- Audio training programs
- Success tips
- Speeches
- Teleseminars and webinars
- Workshops
- Self-study online courses

When it comes to offering top quality coaching and training to your clients, the Ready2Go One-on-One Coaching Programs allow you to confidently guide and inspire your clients to achieve their desired results.

With your Ready2Go One-on-One Coaching Program, you get a professionally crafted product developed by certified professional coaches and training developers.

Each package comes with 4 experiential, engaging, transformational 45-60 minute sessions that are easily customizable, so you can design and deliver these coaching sessions with your own flavor and personality. Every package includes:

- Outline, agenda, script, activities and homework for 4 coaching sessions.
- Six promotional emails to invite your potential clients to sign up for complimentary session.
- How to Conduct a Client Getting Complimentary Session outline and script.
- Numerous other valuable coaching resources to ensure your success.

These completely developed, fully customizable coaching packages are ready to deliver. They are relevant to most target markets, saving you tons of time and effort. There are numerous Ready2Go topics and many more to come allowing you to offer them stand alone, or bundle multiple topics and create a 3, 6, 9 or 12 month coaching program.

If you are a new or veteran coach, then you have come to the right place, as it doesn't get much easier than with the Ready2Go One-on-One Coaching Programs as you can add them to your existing programs, customize them and make them your primary coaching program, or use them as supplemental products in your business.

These carefully thought out and lovingly created coaching programs will inspire, educate, motivate and transform your clients' lives, and will be a pleasure for you to deliver.

Enjoy!

Kim

Kim Clausen, President
Ready2Go Marketing Solutions, Inc.

What You Get With Your Ready2Go One-On-One Coaching Program

With the **Ready2Go One-On-One Coaching Program,** you get:

Four experiential, engaging, transformational 45-60 minute coaching sessions that are easily customizable, so you can design and deliver these sessions with your own flavor and personality. Each session includes:

- Agenda, coaching program flow, all necessary content, instructions, and scripting
- Client exercises
- Activity sheets for the client
- Client pre-work, and
- Homework.

Marketing Guide with recommendations on how to enroll one-on-one clients with:

- Six complimentary consultation getting emails
- Guidelines for conducting a complimentary strategy session, and
- Tips for overcoming objections, and enrolling new clients.

Coaching Guide with instructions for guiding the client through a rewarding and transformational coaching experience which includes:

- Understanding Your One-on-One Coaching Program
- Best Practice for Effective Coaching
- The Coaching Process
- Coaching Program Framework
- Thoughts on Sessions 1 through 4
- Beyond Session 4, and
- Creating Umbrella Themes

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About Ready2Go Marketing Solutions, Inc.®

About Ready2Go Marketing Solutions, Inc.®

Ready2Go Marketing Solutions, Inc. – Instant Information Products to Market Your Business

Ready2Go Marketing Solutions, Inc. provides small business owners with turn-key marketing products, so that they can spend less time marketing and more time growing their business.

Ready2Go Marketing Solutions, Inc. offers a suite of plug-n-play marketing solutions such as fully-developed workshops, teleseminars, speeches, audio training programs, special reports and more. These tools are ready-made for coaches, consultants, trainers and speakers to customize and brand as their own, saving tons of time and effort.

By creating these completely developed products, we've eliminated the difficult and time-consuming task of content creation, so small businesses don't have to worry about marketing and selling. Instead, they can now put their marketing on auto-pilot and focus on doing the work they truly enjoy.

Our products include everything small businesses need to deliver value added products to their clients and prospects. It's marketing made easy!

We Have Common Bonds

Like you, we are business owners and coaches who struggled with the lack of marketing materials to grow our own businesses. We were frustrated by the choices, the availability and the accessibility of quality marketing plans and materials that actually work.

So we did something about it. We went out and crafted marketing strategies that are highly effective, boldly innovative and dazzlingly creative.

We have professional marketers, training developers, copywriters, and speech writers who are poised to provide you with the highest quality products and services to grow your business with more than 50 years of training development, speaking and business development experience.

Our products are professional grade, developed by experts in the industry and are easy to follow and implement, GUARANTEED.

Plus, if you need that additional support to help you launch your Ready2Go marketing solution, we have trained coaches on staff to assist you.

For further assistance, contact us at support@ready2gomarketingsolutions.com or give us a call anytime.

Ready2Go Marketing Solutions' Product Offerings

Be sure to check out the full range of products available to you from Ready2Go Marketing Solutions, Inc. to help you to successfully grow your list, nurture relationships by providing great value, market your teleseminar and get new clients.

With these products you receive quality content created by professional copywriters, speech writers and training developers, plus all the instructions and tips that you need to be successful in your implementation. The Ready2Go products are created on topics that are highly relevant to most target markets, and have valuable content that your prospects will find very educational and informative. Plus they are easy to customize and brand as your own.

- The full suite of Ready2Go products to coordinate with your one-on-one coaching program includes: **Pre-written Tweets** to gain awareness and promote your special offers and events
- **Special Reports** to use to grow your list or send to your list as a gift
- **Professionally scripted Audio Training Programs** that you record in your own voice
- **Success Tips** which are 200-350 word "mini articles" to send to your list or use as blog posts
- **Professionally crafted Speeches** for your in-person presentations
- **Professionally designed Workshops** to reach more people, generate income and convert more clients
- **Teleseminars & Webinars** professionally created to be customized to your audience and delivered as individual training programs or bundled into multi week training programs.
- **Self-Study Online Courses using the same content as the teleseminar and** re-formatted to be delivered as a self-guided program.
- **One-on-One Coaching Programs** that are experiential, engaging, transformational 45-60 minute coaching sessions that are easily customizable, so you can design and deliver these sessions with your own flavor and personality.

To learn more about the Ready2Go products, go to www.Ready2GoMarketingSolutions.com.

Understanding Your One-on-One Coaching Program

Understanding Your Ready2Go One-on-One Coaching Program

Today, coaching is needed more than ever and has become a critical tool for personal growth and change.

What follows in this document is a series of tools formatted into 4 professionally developed, highly-interactive and experiential coaching sessions for you to use as a single topic coaching segment, or to be bundled for a multi-part coaching program around a particular goal or theme.

Each coaching session comes complete with an array of questions, learnings, activities, and homework to be used to help clarify the client's vision, beliefs, values, and goals.

Since coaching sessions can take a client into uncharted territory for personal and professional development, this document provides a framework for that exploration. It is not meant to be a rigid script for the coach to follow, or an agenda that must be strictly adhered to. Instead, it is meant as a guide for the coach to use - a map, if you will – of this topic's vast terrain, allowing for flexibility at the coach's discretion.

Therefore, you will not need to memorize or know this guide word-for-word. Do, however, take the time and read through everything provided. Be familiar with the overall goal of the program, as well as the goals for each session. Review the content in advance so you can be comfortable guiding your client through each session. And remember, while the Ready2Go One-on-One Coaching Programs provide some structure and guidance, they also allow space and flexibility for the uniqueness that each client brings.

The experienced coach can integrate the tools in these coaching sessions with other tools, resources and activities that have worked for them in the past to extend their coach / client relationships. The new coach, on the other hand, can use these tools to create an effective process for coaching around this topic and for attracting new clients.

The Coaching Process

There are many coaching models in use today with each approach using different tactics to produce results. The coaching model included in this document is purposefully simple so that it can be easily incorporated with other coaching philosophies and techniques if desired. It has been provided as a foundational structure that can be used in any coaching session no matter where the session goes.

In addition, the format allows for multiple topics to be bundled together to create a customized, transformational coaching experience for the client.

Coaching Sessions

We have broken this topic down into four manageable sessions that can be explored one at a time delivering effective results, without the entire topic becoming too in-depth, time-consuming or unruly.

Coaching Questions

Within each session, the coach will find numerous coaching questions geared towards further exploration of the topic.

Coaching Activities & Homework

Ideas for topic-related exercises are abundant, but the most effective ones let your clients take a deeper look at what matters most to them around a particular topic. This document includes several activities and homework exercises that can be conducted during the coaching session or assigned as homework between calls.

Core Content

Small moments of instruction, lasting no more than a few minutes, may be necessary in providing new information to the client around the session topic.

Additional Coaching Resources

While thought-provoking questions and exercises are a great tool, sometimes the client can benefit from additional resources to expand their knowledge on the topic, and deepen their coaching experience.

Four Session Format

Four sessions have been planned for each coaching topic. Coaching involves using an active goal setting process which involves 1) getting clear around a client's current situation, 2) identifying the path to move forward, 3) setting the right goals, and 4) assigning accountability around action steps to reach those goals. Without these key steps, most goals are never reached, and life changes are not realized.

These four sessions allow for a thorough exploration of the topic in order for the client to establish a way forward and ultimately meet with success. Here is a brief overview of the overarching theme associated with each session:

Session 1 – Insights. Determine the client's current perspectives and reality. Ultimately, nothing will happen until a client gains clarity around the topic and their current relation to it. From this uncovering, themes will emerge that can be used for a client to plan a way to move forward.

Session 2 – Options. Explore choices. Often clients don't see that they have choices; instead they feel like they don't have a choice. Choices define a person's life, and it's important for the client to break through their sense of stuckness or limiting beliefs to see the opportunities that are truly available.

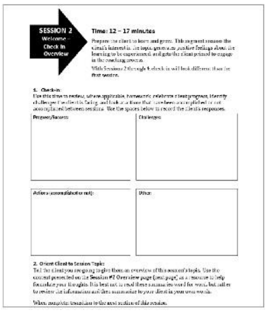
Session 3 – Vision. The way we look at things makes a difference. In having the client create a vision and set goals, the coach is helping them to take a stand. This is who the client is when they are most alive, pursuing an end they are passionate about achieving. When a client keeps a goal to themselves, there's no accountability for action. But once they state their desires to others, there's a much greater chance of success.

Session 4 – Action. Establish a way forward for the client. Create a plan that can happen immediately. Too often we become satisfied with the *"Aha!"* in coaching, and ignore the *"Aha! When?"* Action creates momentum, and shows genuine commitment. It also allows for follow up. Action gets learning into a person's bones. It locks in new knowledge, making it more permanent. Without a commitment and follow-up, it's easy to feel good about the session and still have nothing happen. Have the client commit to an action that can happen right away.

Each Session Contains:

Session Overview

Welcome & Check-in

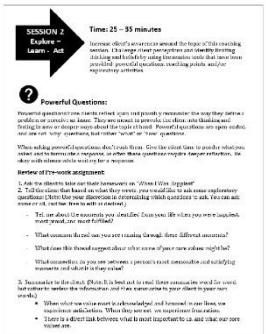


Prepare the client to learn and grow. This segment arouses the client’s interest in the topic, generates positive feelings about the learning to be experienced, and gets the client primed to engage in the coaching process.

With Sessions 2 through 4, check-in will look different than the first session.

Use this time to review, where applicable, homework, celebrate client progress, identify challenges the client is facing, and look at actions that have been accomplished or not accomplished between sessions. Use the spaces below to record the client’s responses.

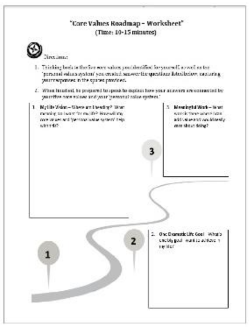
Learning/Coaching Segment



Powerful Questions

Powerful questions have clients reflect upon and possibly reconsider the way they define a problem or perceive an issue. They are meant to provoke the client into thinking and feeling in new or deeper ways about the topic at hand. Powerful questions are open-ended, and are not "why" questions, but rather "what" or "how" questions.

When asking powerful questions, don’t rush them. Give the client time to ponder what you asked and to formulate a response, as often these questions require deeper reflection. Be okay with silence while waiting for a response.



Activity with worksheets

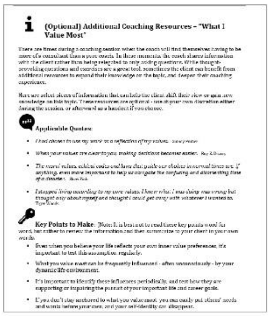
Activities are tools. Depending upon how they are used, activities can punctuate or clarify information, reinforce a new skill, validate content, add a dose of fun to a concept being explored, or contribute a deeper understanding around a concept, which in turn promotes personal growth.

Core Content

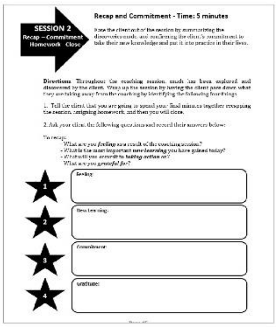
Small moments of instruction, lasting no more than a few minutes, may be necessary in providing new information to the client around the session topic.

Additional Coaching Resources

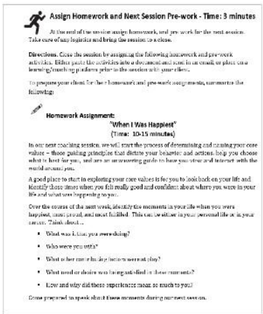
While thought-provoking questions and exercises are a great tool, sometimes the client can benefit from additional resources to expand their knowledge on the topic, and deepen their coaching experience


(Optional) Additional Coaching Resources – "What I Value Most"

Recap, Commitment, Homework & Close


Recap and Commitment - Time: 5 minutes

Ease the client out of the session by summarizing the discoveries made, and confirming the client's commitment to take their new knowledge and put it into practice in their lives.


Assign Homework and Next Session Pre-work - Time: 5 minutes

Homework and Pre-work

At the end of the session assign homework, and pre-work for the next session. Take care of any logistics and bring the session to a close.

Confident You!
One-On-One Coaching
Program Preview

Confident You!

On any given day, how confident do you feel about yourself, your abilities, and how you show up in the world? Does it seem like you are brimming with confidence when you encounter new people and experiences? Or do you wish you had a lot more of it?

People with an abundance of confidence seem to face the challenges in their lives with a never-ending sense of gusto! Whether these people exhibit confidence by influencing others, being decisive, trying new things, or staying calm when the 'going gets tough,' they have a zest, an enthusiasm - every bit contagious - that gets noticed, respected, and trusted by others. This in turn builds upon the confidence they already possess.

But it's not always easy to get that confidence-building cycle started. So the question for many becomes: *How can I become more confident?*

A good place to start is to benchmark your current level of confidence in two areas. The first area is how effectively you've handled and performed specialized tasks in the past. If a person has a high degree of confidence in a particular area, they're more likely to believe in their ability. This affects their motivation, choices, openness to new things, determination, and willingness to persevere.

But there is another side of confidence. Confidence is not only the belief in your own talents and abilities, but also in your value as a human being. The second area to benchmark is how grounded you are in what you believe, how you live your life, the choices you make, the things you stand for, and the principles you uphold. Confidence is feeling that all these things make you uniquely, and powerfully, who you are.

A confident person must also be able to overcome the negative influences that can cast shadows on their self-worth. It's a matter of boosting the confidence we already possess while eliminating those things that can easily zap it.

Too many of us miss out on opportunities in life because we lack confidence. Confidence impacts how well we perform and how satisfied we are with the choices we have made. Most of us have no problem identifying goals we want to accomplish. It's putting these plans into action that is more difficult. Confidence plays a key role. This is why it's important for us to understand our current degree of confidence. Certainly, moving forward can be affected by a lack of discipline or motivation. However, the larger reason usually stems from a low level of confidence.

In this series of coaching sessions, the client will determine their current level of confidence, and then explore what is getting in the way of their becoming more confident. Finally, the client will take their current level of confidence and explore new ways to make it stronger. It all begins by first deepening an understanding of what confidence is and why it can be so difficult to obtain or build upon.

Confident You! Coaching Schedule

The following is meant to be a guide and not necessarily a hard and fast schedule to keep.

Week | Session	Topic | Outline
1	*Insights: What Confidence Is and Why It Can Be Difficult to Obtain* **Welcome – Check-in - Overview** ▪ Establish connection and settle into the session ▪ Conduct orientation **Explore – Learn - Act** ▪ Activity: Client explores what confidence is, and then reflects on what makes confidence so hard to obtain. **Recap – Commitment – Homework - Close** ▪ Assign homework: "What is Confidence – Further Exploration" ▪ Assign next session's pre-work: "My Personal Confidence"
2	*Vision: Assessing Your Level of Confidence* **Welcome – Check-in - Overview** ▪ Establish connection and settle into the session ▪ Check-in on progress, challenges, and actions **Explore – Learn - Act** ▪ Review pre-work: "My Personal Confidence" ▪ Activity: Client assesses their level of confidence and then dives deeper into how beliefs impact confidence. **Recap – Commitment – Homework - Close** ▪ Assign homework: "What I Believe" ▪ Assign next session's Pre-Work: "Shifting Your Thinking"
3	*Options: Overcoming What Gets in the Way of Being More Confident* **Welcome – Check-in - Overview** ▪ Establish connection and settle into the session ▪ Check-in on progress, challenges, and actions **Explore – Learn - Act** ▪ Review pre-work: "Shifting Your Thinking" ▪ Activity: Client examines the 5 pillars that are necessary to become more confident. **Recap – Commitment – Homework - Close** ▪ Assign homework: "3 Attributes of Confident People" ▪ Assign next session's pre-work: "Toot Your Horn"

4	*Action: Making Your Confidence Muscle Stronger* **Welcome – Check-in - Overview** ▪ Establish connection and settle into the session ▪ Check-in on progress, challenges, and actions **Explore – Learn - Act** ▪ Review assigned pre-work: “Toot Your Horn” ▪ Activity: Client identifies the areas of life where they would like to be more confident. **Recap – Commitment – Homework - Close** ▪ Assign homework: “Growing Your Confidence in Small Ways” ▪ Conclude the coaching.

SESSION #1 OBJECTIVE:

Help the client define confidence, recognize the biggest factors that limit their self-confidence, and explore how lack of confidence is affecting their life.

SESSION TIME:

45 – 60 minutes

MATERIALS NEEDED:

Pen & paper
Homework: "What is Confidence – Further Exploration" worksheet
Pre-work for next session: "My Personal Confidence" worksheet

SESSION #1 SCHEDULE:

Welcome – Check-in - Overview– 12-17 minutes

Because this is the first session of the program, you will want to establish rapport with the client and include an overview of the upcoming sessions. Therefore, this portion of the session will take more time than will be required in subsequent sessions.

Explore – Learn – Act – 25-35 minutes

The coach shares thoughts on what confidence is and isn't. The client reflects on his/her own level of confidence, and then listens to a story that symbolizes being held back from fulfilling our potential.

Recap – Commitment – Homework – Close – 8 minutes

Recap & Commitment – 5 minutes

Have the client articulate what they are feeling, what has been learned during the coaching session, and identify what they will commit to doing as a result of what has been explored and learned during the coaching session.

Assign Homework & Next Session Pre-Work - 3 minutes

At the end of the session assign homework and pre-work for the next session. Take care of any logistics and bring the session to a close.

SESSION #2 OBJECTIVE:

Assist client in determining their current level of confidence and explore the connection between their confidence and the beliefs they hold about themselves, their world, and their abilities.

SESSION TIME:

45 – 60 minutes

MATERIALS NEEDED:

Pen, highlighter and paper
Colored dots x 10
Pre-work from previous session – "My Personal Confidence" worksheet
Homework – "What I Believe" Worksheet
Pre-work for next session - "Shifting Your Thinking" Worksheet

SESSION #2 SCHEDULE:

Welcome – Check-in - Overview – 12-17 minutes

Arouse the client's interest in the topic and create positive feelings about the upcoming coaching session. Review tasks assigned between coaching sessions and place the client in an optimal state for learning and growth to take place.

Explore – Learn - Act – 25-35 minutes

The client will determine their current level of confidence and explore how their beliefs impact them.

Recap – Commitment – Homework - Close – 8 minutes

Recap – Commitment – 5 minutes

Have the client articulate what they are feeling, what has been learned during the coaching session, and identify what they will commit to doing as a result of what has been explored and learned during the coaching session.

Assign Homework & Next Session Pre-Work – 3 minutes

At the end of the session assign homework and pre-work for the next session. Take care of any logistics and bring the session to a close.

SESSION #3 OBJECTIVE:

Help the client become more aware of things that limit their confidence and how they can overcome these barriers.

SESSION TIME:

45 – 60 minutes

MATERIALS NEEDED:

Pen and paper
Homework from the previous session: "What I Believe" worksheet
Pre-work from the previous session: "Shifting Your Thinking" worksheet
Activity for this session: "5 Pillars to Becoming More Confident" worksheet
Pre-work for the next session: "Toot your Horn" worksheet

SESSION #3 SCHEDULE:

Welcome – Check-in - Overview – 12-17 minutes

Arouse the client's interest in the topic and create positive feelings about the upcoming coaching session. Review tasks assigned between coaching sessions and place the client in an optimal state for learning and growth to take place.

Explore – Learn - Act – 25-35 minutes

Help the client identify some of the common causes for lack of confidence. They will then explore how these causes can be eliminated so that they can boldly step into their true and confident self.

Recap – Commitment – Homework - Close – 8 minutes

Wrap it Up – 5 minutes

Have the client articulate what they are feeling, what has been learned during the coaching session, and identify what they will commit to doing as a result of what has been explored and learned during the coaching session.

Assign Homework & Next Session Pre-Work – 3 minutes

At the end of the session assign homework and pre-work for the next session. Take care of any logistics and bring the session to a close.

SESSION #4 OBJECTIVE:

Help the client recognize the many ways they can increase their self-confidence.

SESSION TIME:

45 – 60 minutes

MATERIALS NEEDED:

Pen and paper
Pre-work from the previous session: "Toot Your Horn" worksheet
Activity: "Strengthening Your Confidence" worksheet
Homework: "Growing Your Confidence" worksheet

SESSION #4 SCHEDULE:

Welcome – Check-in - Overview – 12-17 minutes

Arouse the client's interest in the topic and create positive feelings about the upcoming coaching session. Review tasks assigned between coaching sessions and place the client in an optimal state for learning and growth to take place.

Explore – Learn - Act – 25-35 minutes

Have the client choose areas of their life where they would like to have more confidence. Rather than trying to tackle all areas, the client will have more success if they concentrate on one or two, moving on to other areas as their confidence grows.

Recap – Commitment – Homework - Close – 8 minutes

Wrap it Up – 5 minutes

Have the client articulate what they are feeling, what has been learned during the coaching session, and identify what they will commit to doing as a result of what has been explored and learned during the coaching session.

Assign Homework & Discuss Next Steps – 3 minutes

At the end of the session assign homework and discuss next steps. This could include the continuation to the next section of your coaching program, investment in a new product or program, or completion of your work with the client. Take care of any logistics and bring the session to a close.