



New Workshop Tracks and Sessions

On Thursday, July 11th, 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. Find out what the guys say about the growth potential and personal fulfillment.

- *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 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 and Saturday afternoon tracks will be dedicated to Coaches who are hungry to learn and willing to work.

Which track is best for you?

If you're a Coach whose goal it is to achieve Diamond rank, then this track is for you. We'll take a deeper dive into topics focused on helping you find more people and grow a team of Coaches. Select the **Drive to Diamond Track** if this describes you:

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

If you're a Diamond Coach whose goal it is to recruit and develop more leaders on your team and get to the Star Diamond rank, then this track is for you. We'll focus the learning around helping you develop your leaders and create more duplication. Select the **Drive to Star Diamond Track** if this describes you:

- *If you are a lifetime Diamond Coach and are struggling to get to the next level*
- *If you don't know how to talk about and grow your business with volume*
- *If you're looking to understand your earning potential and how duplication works*
- *If you want to hear other Coaches' strategies for Coach placement*
- *If you want your story to reflect you as a mentor versus a hero*
- *If you're struggling to recruit working Coaches*
- *If you need help balancing the activities with running a small business and developing people*
- *If you're interested to find out what Coaches do to move up in rank*
- *If your goal is to develop Star Diamond Coaches*

If you're a Coach leader at the 2 Star Diamond, lifetime rank or higher, looking to re-engage, re-envision, or rebuild a more, productive and sustainable organization, then this track is for you. Select the **Leadership Track** if this describes you:

- *Are you a lifetime 2 Star Diamond Coach who has plateaued in this business?*

- *Do you need help planning a long-term vision for your team?*
- *Are you scrambling to replace fallen Diamonds?*
- *How can you help your leaders achieve the milestones on the Road to Elite?*
- *Are you struggling with confidence and staying relevant?*
- *Do you want to hear how other Coaches at your rank overcame their set-backs and turned their business slump into success?*
- *Your story changes and grows as you become more seasoned in the business. Want to learn how to keep sharing your ever-changing story?*
- *Are you thinking of doing more Team retreats to build more momentum this year?*
- *Do you want to know where a full-time, business-building Coach should invest their time and money?*
- *Are you looking to understand your earning potential, financial responsibilities and investment opportunities?*

*Qualifications for this track are Lifetime 2 Star Diamond and above, paid Diamond as of 4/30/19.

**Workshop topics and qualifications are subject to change