
The Prosperous Coach Summary PDF Cheatsheet —

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- ?? 1. **Deep Conversations:** To get clients, have a deep conversation that showcases the power of coaching
- ? 2. **Just Ask Them:** To schedule a coaching conversation, just ask if they want help
- ? 3. **Consistent Work:** Coaching success requires working even when you don't feel like working
- ? 4. **Body of Work:** Create a body of work that brings clients to you, including articles, speeches, books, etc.
- ? 5. **Personal Transformation:** Create personal transformation by helping them uncover what they really, truly want
- ? 6. **Your Success Stories:** Eliminate your self-doubt by collecting your coaching success stories
- ?? 7. **Solve Real Problems:** You only get paid by helping someone solve a real problem or achieve a concrete goal
- ? 8. **Value Perception:** People who “can't afford your fees” really just don't want your coaching bad enough
- ? 9. **Emphasize Their Outcome:** At the end, refocus on what they want to secure commitment
- ? 10. **Offer Value Every Time:** Always offer some value when you contact a potential client again

This is just a sample!

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