



Advanced Workshops

9-10 September 2011 (a 2-day workshop)

Building a Thriving Coaching Practice!

with Frans Campher, PCC

Successful coaches tend to have answered the following questions:

- Who am I as a coach?
- How will I become the very best coach I can be?
- What is success for me?
- How will I add most value to my clients and my profession?
- How do I want to be remembered as a coach?

So why attend “*Building a Thriving Coaching Practice!*”?

The purpose of this workshop is to create the space and provide the support, challenge and framework in which you can set yourself up for success, whatever that means for you personally.

You'll have the opportunity to develop a clear representation of what success means for you, together with a deep understanding of how you are going to set about achieving it.

You will explore what specific beliefs, values, attitudes and motivation are needed to be successful. You'll hear from experienced and successful practitioners and share ideas with one another so that you can arrive at your own action plan to develop yourself as a coach and your coaching practice.

If your aim is to clarify further who you are as a coach, how you will add most value and as a result create a fulfilling practice with the ability to generate the income you want from coaching, you will find these two days highly motivating and beneficial.

Participants will:

- Develop a clear understanding of their purpose and motivation for their coaching practice;
- Create their own coaching identity;
- Clarify their own definition of success;
- Adopt the beliefs and attitudes necessary to be successful;
- Understand the importance of marketing and how to target the right activities;
- Become comfortable with the notion of selling their services;
- Examine their relationship with money and ensure they are well rewarded for the value they create;
- Create their own action plan;
- Network and share experiences with other like-minded people.

“The universe conspires to help those in passionate pursuit of their life’s purpose.”

“The weekend was the best value-enhancing coaching weekend I have attended. A really well laid out series of challenging and searching exercises served to bring clarity to my service offering, helping me identify even more potential client bases, how to market my services, and how much to charge for them! HEALTH WARNING: Choosing not to attend this course could severely limit your earning potential!”

(J.E.)

About Frans Campher, PCC



Frans is a highly successful, highly professional coach of many years' standing, with a strong international background in business. He is passionate about 'giving back' to the profession of coaching which has given him so much. He is gifted in supporting committed coaches turn their gift for coaching into thriving practices. He helps other manifest their own business success through clarity and alignment of who they are, what they believe in and how they present themselves in the world. He is an experienced and successful trainer, presenter and facilitator with an easy, engaging and motivational style.

What participants on earlier workshops said about Frans ...

- *Frans is totally inspirational and attentive to the needs of both the individual and the group in delivering the material and sharing his experience.*
- *Frans inspires confidence that what he says comes out of a solid and tested experience.*
- *Fantastic! Great presence, skillful facilitator and a wealth of knowledge on the subject matter.*
- *Warm, personable, very professional, relaxed – ability to make it all clearer, to strip down 'the white noise' and help participant get out of own way.*
- *Warm, knowledgeable, adaptable, articulate, and Frans subtly helps the delegates to continue to believe in themselves, their passion and coaching.*

... and about the workshop:

- *HEALTH WARNING: Choosing not to attend this course could severely limit your earning potential!*
- *Great investment – ROI already apparent! Now motivated to get on with it and put it all into practice.*
- *A really useful course in defining purpose and actionable next steps in starting and maintaining a coaching business.*
- *A very thorough, carefully constructed journey into new terrain – putting it all together, seeing things more clearly – very practical! Did what it says on the tin!*
- *A wonderful, enlightening experience! So glad I came.*

When: Friday 9 and Saturday 10 September 2011, 09.30 to 17.30
Where: The Window, Islington
Cost (Early bird): *If full payment received by 5th August: £350 + VAT (total: £420)*
Cost (Normal): *After 5th August: £400 + VAT (total: £480)*
To Book: Tel: 0845 122 7200, or email: mail@coachingdevelopment.com
