



Advanced Workshops

27 - 28 September, 2008 (a 2-day workshop)

Developing Your Coaching Practice with Frans Campher

You've completed your coach training or are in the process of doing so. You're excited at the prospect of entering a rich and rewarding profession, and you have many questions about exactly how you're going to create the coaching practice you want.

There are many options to consider in setting out to develop a thriving business or practice. You may want to operate on your own, or as part of a group of coaches operating as a loose association, or you may want to work within a more formal organisation.

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 clear understanding of how you are going to set about achieving it. You'll 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 a successful practice.

If your aim is to create a fulfilling practice and generate the income you want from coaching you will find these two days highly valuable and motivating.

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."

Comments on what participants gained from the recent (March 2008) workshop:

- *"Increased clarity and confidence."*
- *"A greater understanding of business."*
- *"The selling process is not scary."*
- *"Excellent handouts / materials."*
- *"Openness, sharing, experience, stories, humour, support and a lot of fun!"*
- *"The power of being with trusted colleagues to do scary and exciting work. Focussed exercises, practical outcomes."*
- *"I cannot think of anything to add which would improve it; I just wish it was a longer course."*

About Frans Campher



Frans Campher coaches senior managers, directors and executives who are interested in their own personal and professional development.

His clients include partners and directors of the leading Consulting firms, as well as business leaders from the boardrooms of FTSE 100 and Fortune 500 corporations in Financial Services, Healthcare, Retail, IT and Construction across the UK, USA, Australia, South Africa and Germany.

In addition to his coaching portfolio and extensive training and facilitation practice Frans has had a high profile 25-year career in international insurance and risk management spearheading expansion and strategic change. He brings current knowledge of international markets and perspective as CEO of a European company and non-exec chairman of a financial services organisation. He has held director-level positions and been responsible for restructuring and return to profitability.

He is an experienced and successful trainer, presenter and facilitator with an easy, engaging and motivational style.

Frans is a Fellow of the Society of Risk Management (SA), a certified NLP coach and NLP Master Practitioner.

What participants on the recent (March 2008) workshop said about Frans:

- *“Open, warm, knowledgeable, excellent role model.”*
- *“He gives the space which encourages openness and intimacy. He is real.”*
- *“Pragmatic, real, experienced, committed.”*
- *“Excellent – approachable, present, enthusiastic, challenging & supportive.”*
- *“Inspiring, fun, honest, flexible.”*
- *“Pragmatic, engaging, warm, tough, thought provoking.”*
- *“A wealth of information & experience.”*

“The Developing Your Coaching Practice workshop with Frans Campher which I attended at the weekend was excellent – a really enjoyable, challenging and thought provoking event. The material that Frans put together in the handout is a fantastic resource and I have lots of actions to put into place. Thanks for offering this workshop - a very valuable follow up to the coaching programme.” (H.J.)

When: Saturday 27th and Sunday 28th September, 2008 (a 2-day workshop)
Where: Central London (venue tbc)
Cost (Early bird): *If full payment received by 29th August: £250 + VAT (total: £293.75)*
Cost (Normal): After 29th August: £290 + VAT (total: £340.75)
To Book: Tel: 0845 122 7200, or email: sarah@coachingdevelopment.com
