

# Our Business Model.

Could A part-time coaching business focused on behavior transformation pave the way to financial freedom.

How To Become A Prosperity Coach?



# The Encore Career:



Develop Leaders and Coach  
People.





# Successful men and women of all ages have learned to multiply themselves.



To create wealth in the second half of life requires a different mindset.

A different perspective.

It requires an approach to earning income that will allow for leverage and duplication.

# The Business of Coaching.

The 6-Figure  
Coaching Business  
**Blueprint**

What Top Coaches Do To Earn  
\$10,000 - \$100,000 per month


STARTING A COACHING BUSINESS  
WHILE WORKING FULL TIME

The Definitive Guide

THE  
**ULTIMATE GUIDE**  
TO

Starting a 6-Figure  
Online Business

Everything you need to know to start and grow your  
online business to 6 figures and beyond

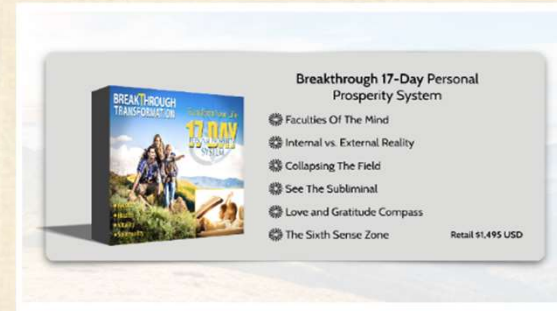


Home study courses.  
Needed for ongoing support  
and reinforcement.

Coaching skills. Enrollment  
conversations and a methodology to  
get results.

Foundations.  
Praxis. Knowledge.





Sell the product range to your clients and people looking for solutions.

The Client invitation is the most important skill to acquire.

Firstly, its design is to offer the solution to somebody's problem.

What we do is solve the one problem for someone, now we scale that to solve the same problem for others.

# Client Invitation

FREE Training Video

"Here's The Exact Client Conversation Script I Used To Do More Than 5,000 Coaching Calls And Enroll High Paying Clients"

## Sample Client Onboarding Flow

```
graph LR; A[Pre-Onboarding] --> B[After Signing]; B --> C[Kick-off Call]; C --> D[Post Kick-off Meeting]; D --> E[Create an SLA]
```

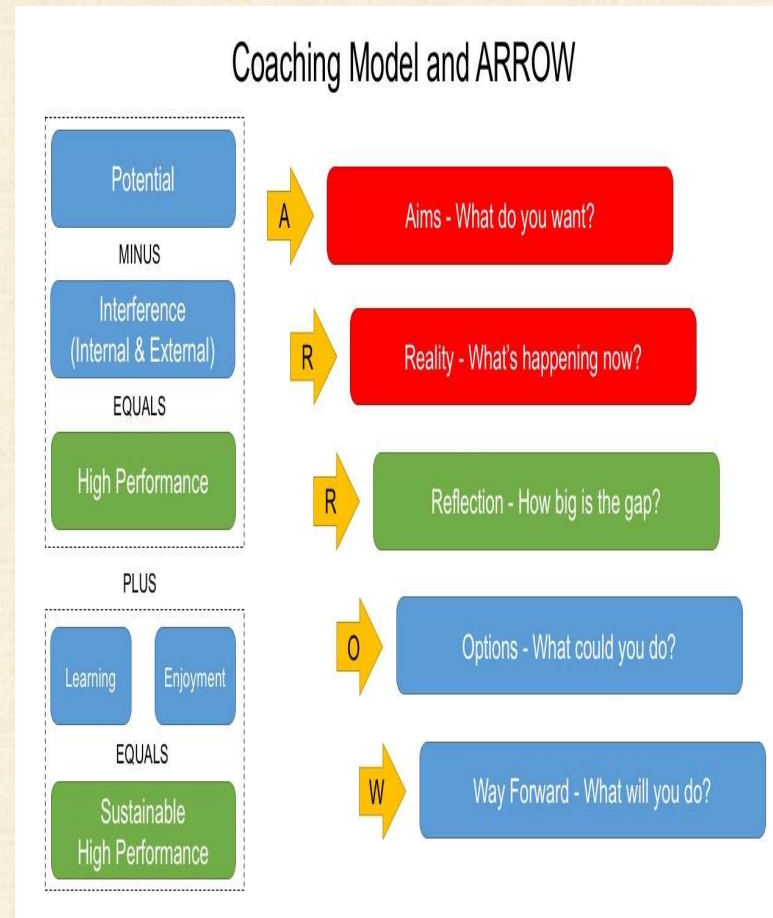
HubSpot



# The Conversation.

The Client conversation has a framework which has been tested in excess of 10,000 times...5,000 times by James himself.

I have learnt so much from his program. He and Eben Pagan have allowed me to model their techniques.



## Fighting The **B.E.A.R.**

**B**ELIEFS **E**ELIMINATING **A**CCESSTO **R**ICHES

### Goal Setting & Goal Achieving



Work **ON** Your Life  
Not **IN** Your Life.

How to manage your time and set goals  
to produce the free time to enjoy life!

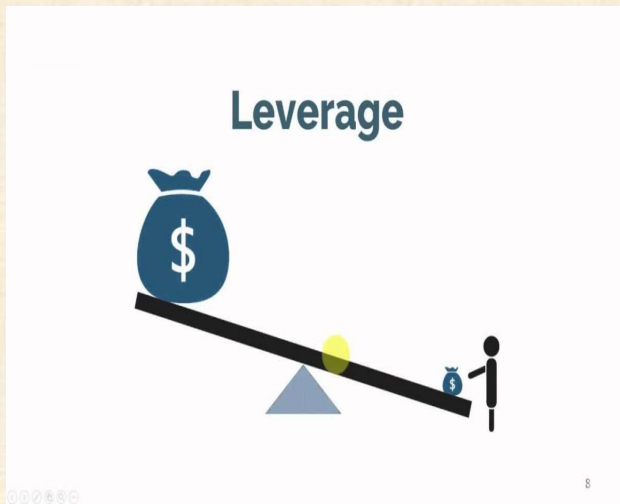
## How to turn your Coaching Practice into a Coaching Business.



## The Missing Piece.



# Business and how it can create wealth for you.



One to one=solving a problem  
for 1

One to many = group coaching

Sell your products = solving the  
problem for many

Solve a problem for many more  
=  
Duplicate your business system.

# LEAD, TEACH, LEARN

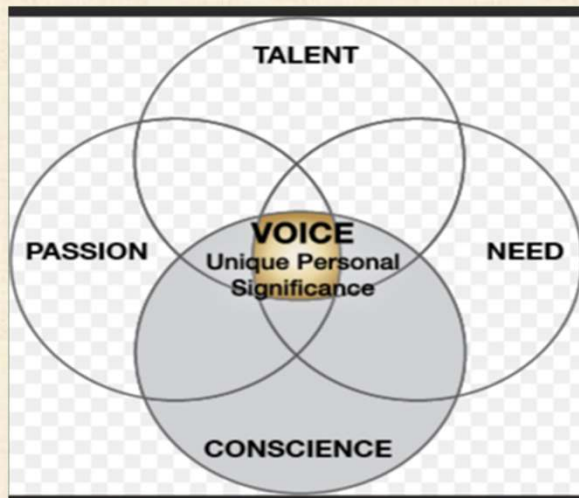
*Discover the right path for you*

## Business Leverage:

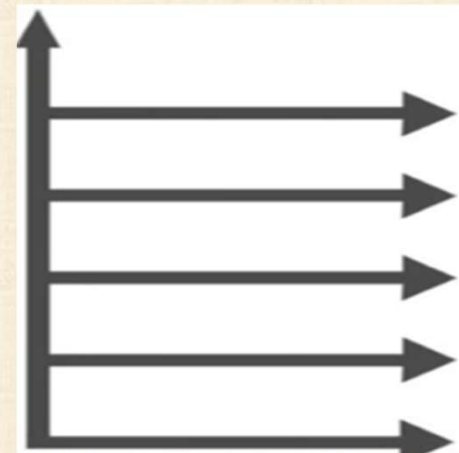
The ability to train others to replicate what you are doing.

You help them to build a business.

You are assisting them to become self-employed business owners.



When you learn to become a great trainer, you can grow as big as you want.



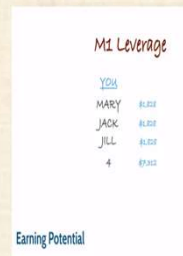
People you train and coach in the process of building a business. You receive one-of fees for your service.



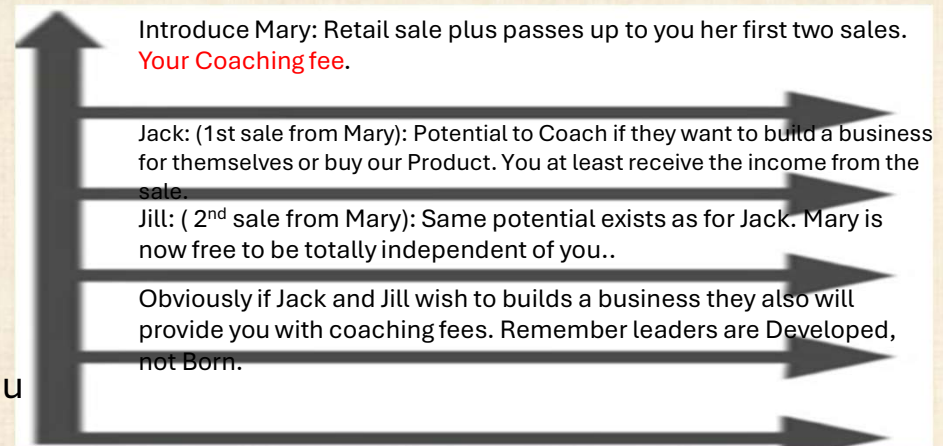
# When things Get Even more Exciting...

## Leverage your Business Model>

The coaching package for those who wish to replicate what you do.



You



From experience, many people are looking for a financially viable solution, and the quality you need is to be able to assist them to find their way forward.

# When things Get Even more Exciting...

Leverage your Business

1 sale per week = 4 Sales per month

M1 4 X \$1,828 = \$7,312

M7 2 X \$3,672 = \$7,344

Total = \$14,656 USD

Earning Potential

M1 Leverage

<u>YOU</u>	
MARY	\$1,828
JACK	\$1,828
JILL	\$1,828
4	\$7,312

Earning Potential

M1 Leverage

<u>YOU</u>	
MARY	\$1,828
JACK	\$1,828
JILL	\$1,828
4	\$7,312
8	\$14,624

Earning Potential



How Many People Did  
You Introduce?

1

**Earning Potential**

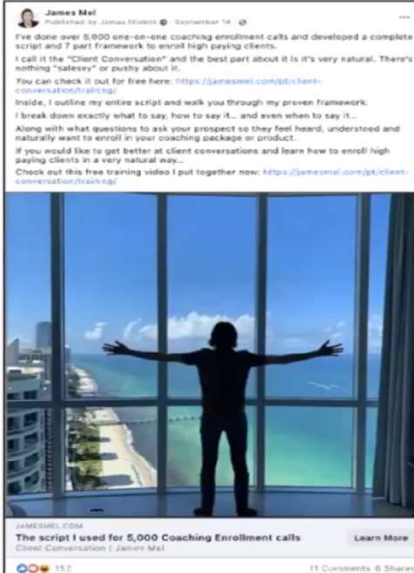
Its understandably important to attract the right people with the right ads.

### Three Profit Centres

1. Upfront Profits
2. Leveraged Income
3. Residual Income

Earning Potential

## AD



**James Mel**  
Published by James Mel on September 14

I've done over 5,000 one-on-one coaching enrollment calls and developed a complete script and 7 part framework to enroll high paying clients. I call it the "Client Conversation" and the best part about it is it's very natural. There's nothing "salesy" or pushy about it.


You can check it out for free here: <https://jamesmel.com/p/client-conversation/training>

Inside, I outline my entire script and walk you through my proven framework. I break down exactly what to say, how to say it... and even when to say it...

Along with what questions to ask your prospect so they feel heard, understood and naturally want to enroll in your coaching package or product.

If you would like to get better at client conversations and learn how to enroll high paying clients in a very natural way...

Check out this free training video I put together now: <https://jamesmel.com/p/client-conversation/training>



JAMESMEL.COM  
The script I used for 5,000 Coaching Enrollment calls  
Client Conversation | James Mel [Learn More](#)

152 11 Comments 6 Shares



## The Results based Products:

Starts with award winning and proven history of transformation products and process.

### The Foundation Course.

Based on Steven Covey and Miguel Ruiz material.

Break The Shackles



TRANSFORMATION, not just INFORMATION!

### The Coach's Secret

Support your client, but let your client do the work.  
That's how they grow.



I have spent 20 years of my life working in the space where circumstance was dictating how people were living to that effect. This information is at the next level of understanding that circumstance is not the dictator of your result. There is a formula and a process for creating a different outcome.  
How to keep your Attention on your Intention.

WHY I PUT MY NAME ON THIS PROGRAM AND WHY YOU MIGHT BE PROUD TO ADD YOUR NAME AS WELL

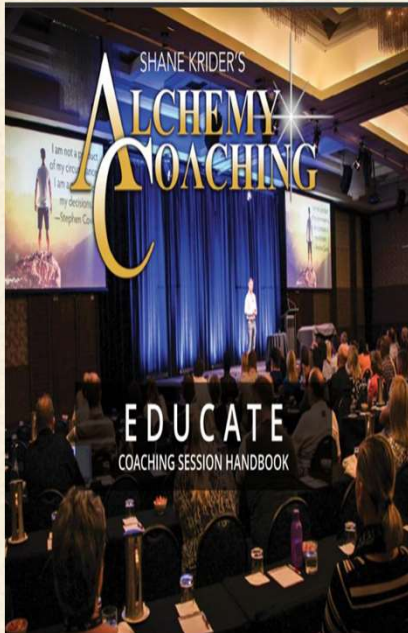
1. High standards coupled with a big opportunity.
2. Utterly life affirming.
3. Unlimited but simultaneously practical.
4. Foundational, fundamental and elemental.
5. One of a kind tools that address root causes, not effects.

**Breakthrough 17-Day Personal Prosperity System**

- Facilities Of The Mind
- Internal vs. External Reality
- Collapsing The Field
- See The Subliminal
- Love and Gratitude Compass
- The Sixth Sense Zone

Retail \$1,495 USD

## Structured Coaching Sessions:



I have spent 20 years of my life working in the space where circumstance was dictating how people were living to that effect. This information is at the next level of understanding that circumstance is not the dictator of your result. There is a formula and a process for creating a different outcome. How to keep your Attention on your Intention.



### Experience & Practice 25 Live Laser Coaching Sessions

The idea of "Laser Coaching" originated with Thomas Leonard - he's considered the founder of the modern coaching movement.

*"Laser coaching is defined as a specialized coaching technique...that promotes quick alignment, a rapid sense of relief, and a way of quickly unblocking someone..."*

— Thomas Leonard

Laser coaching is a focussed session that handles a specific difficulty or builds a particular skill. In the Virtual Coach you receive 25 laser coaching sessions targeted to your unique situation. In those sessions you'll gain new clarity, rise above your fears and see an opportunity to move forward with attuned support.

You'll practice 25 laser coaching sessions to develop the Virtual Coach methods, make them automatic and integrate them in your coaching style.

**This model makes the Virtual Coach unique, and incredibly interactive.**

The important part of Coaching is to UNDERSTAND that RESULTS happen between each session.



# Success From Scratch

To BE able to SEE what you will BECOME.

Break Free NOW.

Get Ahead Bonus:

## How To Build Your Own “Virtual Client Engine”

**That Brings You A Consistent, Profitable And  
Scalable Source Of New Clients Each Month**



Marketing is the basic need to succeed in any online business. Our Success from Scratch is structured so that as part of the coaching and leadership development process, no one is left behind. If your prepared to do the work-our process and coaching will ensure the best opportunity for you to succeed at the higher level.

## The Encore Career:

The Business Opportunity.

