



# Springboard

## 15 Strategies For Coaching Success

A Unique Event Delivered By Three Industry Specialists To Elevate Business Coaches By Focusing on Social Media, Sales, Branding and Business Development Strategies.

Date: 19<sup>th</sup> July 2017

Location: Derbyshire

Click [HERE](#) to reserve your place



## Get MORE clients, close BIGGER contracts and GROW your business!

A one-day 'full on' event delivered by industry specialists to unveil the secrets of successful Business Coaches.

Let's get straight into it.

The Coaching industry is forever evolving. In recent times, we have witnessed an influx of new businesses and a higher number of 'coaches' entering the realms of Life Coaching and Business Coaching professions than ever before. So, here are a few questions we pose to you:

- What makes you stand out from the crowd?
- Are you investing an endless amount of time on social media without getting the desired results?
- Are you even using the right social media platforms?
- What does your branding say about you?
- Are you meeting prospects yet unsuccessful in getting them to commit?
- How good is your sales pitch? Do you find yourself doing most of the talking?
- Would YOU buy from YOURSELF?

On July 19<sup>th</sup> we will be hosting the '**15 Strategies For Coaching Success**' event in Derbyshire. This is a unique event where we will be rounding together three professionals who have a proven track record in successfully addressing all of the aforementioned points, and more, within their own businesses and those of their clients'. This is an event specifically designed to help delegates understand and help overcome the core challenges in operating a coaching business. If you are serious about making a difference to your business, put everything else on hold, and highlight this date in your diary!

\*Lunch and refreshments will be provided. Click [HERE](#) to book your place.

What we aim to cover:

- |  |   |
|--|---|
| ▶ What is the purpose of using Social Media? | ▶ How do I pitch to the prospect?                         |
| ▶ Which social media platforms should I use? | ▶ How do I close the prospect to buy?                     |
| ▶ How should I use these platforms?          | ▶ How do I grow my business?                              |
| ▶ What do I do after generating leads?       | ▶ What are the successful businesses doing which I'm not? |
| ▶ How do I meet the prospect?                | ▶ Next steps...   |
| ▶ How do I position my services?             |   |

# The 3-Tier Process

In order to ensure we have covered the core areas of business development for your industry, we shall be focusing on the following three segments on the day:



The real way to use Social Media to generate leads, and how to convert them.

1. Finding your ideal client
2. How to connect on Social Media
3. What platforms work best for your business
4. How to consistently fill your Sales Funnel
5. Converting a prospect into a lead

How adopt a 'consultative' selling approach... Telling isn't selling!

6. Nurturing your leads to convert
7. Qualifying your leads for closing
8. Removing barriers to closing your deal
9. Avoiding/Handling objections to close
10. How to close successfully

Branding and positioning in the market. Take your business to the next level.

11. Maintaining a positive mindset
12. What makes you stand out from the crowd?
13. Personal Development = Business Development
14. Growing your clients through Speaking
15. How to succeed in Coaching

Click [HERE](#) to reserve your place.

# Speakers



**JAZ GREER**  
**MAKE A DIFFERENCE**  
[www.jazgreer.com](http://www.jazgreer.com)

Jaz Greer specialises in getting your Brand in front of your ideal clients.

A specialist in Social Selling which combines Social Media Marketing, online Marketing and offline lead generation strategies to deliver real results for you and your Business  
Regarded as a Global Influencer in Social Selling, **Jaz ranks in the Top 6% of Social Sellers, globally!**

Jaz brings his immense experience of identifying your niche target markets, developing systems and processes to warm up your leads and develop them into hot referrals for you to close into your next client. If your client is online and on Social Media – Jaz will find them for you and lead them into your Sales Funnel.

Jaz is currently working with a range of Coaches and Trainers enabling them to set up systems online and on social to develop a constant pipeline of prospects and turning these into leads for their Sales Processes and in turn to grow their client base. Jaz takes his clients beyond just Social Media for Brand Awareness into Social Selling for Lead Generation and Growing their Business.



**MAJID WARIS**  
**WARIS INT. CONSULTING LTD**  
[www.majidwaris.com](http://www.majidwaris.com)

Majid is the Managing Director of an International Risk Management Consultancy based in the Midlands, UK.

Majid is a graduate in Law, a Certified Prince2 Practitioner, Certified Auditor, Qualified Trainer and Qualified HSE Consultant.

Majid is also a multi-award winning Sales Trainer & Coach, with over a decade of experience in selling and training sales professionals in both; Business-to-Consumer and Business-to-Business (B2B) markets. Majid has held Business Development posts in 'blue chip' and corporate organisations such as British Telecom (BT) in addition to various other International organisations, whilst selling Microsoft & CISCO products, amongst others. Majid has won numerous accolades for his performance as Sales Manager and delivers training and coaching services in the art of 'intelligent questioning'... These techniques break common misconceptions of having to focus on 'features and benefits' in a typical sales meeting.

In the realms of Risk Management, Majid and his team of Consultants have worked on one of the world's largest Construction Projects in the Middle East. Majid held the post of Senior Risk Management Consultant on the world-renowned 'Masjid Al Haram', in Makkah (Saudi Arabia) from 2014 till the end of 2015. His role involved advising and providing consultancy support to senior stakeholders, Project Managers and Principal Contractors, in addition to representatives appointed by the King of Saudi Arabia. The Waris International Consulting team specialise in providing consultancy support, auditing and bespoke training in a broad variety of industry sectors, including Food Safety, Construction Risk Management, Environmental Health & Safety, and Occupational Safety & Health.



**KUL MAHAY**  
**THE IMMERSION COACH**  
[www.kulmahay.com](http://www.kulmahay.com)

Kul served for 32 years in the UK Police Service, the latter half in senior leadership positions, reaching rank of Temporary Chief Superintendent. As a leader in the Police Service he became one of the most experienced strategic commanders in his force. As well as leading 1000's of people in his time, he was also a specialised commander in the areas of Major and Critical incidents, Mass Fatalities, Firearm Deployment and Public Disorder.

Kul now coaches clients from around the world, using his unique and intensive 'Immersion Coaching' techniques. He has spoken internationally on all matters of mindset and leadership. Kul is also the author of the popular book, 'Smash the Habit' and speaks widely on habits of the mind as well as physical habits.

In January 2017, Kul launched his signature personal development event, 'Ignite Your Inner Potential™', which is being held around the United Kingdom and plans are being developed to take it international. It has already become one of the fastest growing personal development events in the UK.

Kul passionately works with coaches, trainers and speakers on how to create an authentic brand that stands out in what appears to be a saturated market place. He also coaches others on speaking confidently from the stage and create powerful events to showcase their talents and bring value to others.

**Springboard Your Business**  
Click [HERE](#) to book your place.

CONTACT DETAILS:  
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