

Hey Rockstar,

Congratulations on your decision to say ‘Yes’ to you and join The Coaching Institute! We’re looking forward to supporting you throughout your coaching journey.

I know it can seem a little daunting at the beginning as new doors open...

If you’re like me, you’re probably feeling a mixture of nervousness, excitement, maybe some butterflies, maybe a little doubt but a little faith too… as you embark on this extraordinary journey of creating life on your terms, empowering people, and making a difference as a professional coach.

Being a professional coach is not just about knowing how to run a coaching session. You need to be focused on three areas as you train with us:

* Personal development
* Coaching skills
* Client attraction

Your ability to bring passion, determination, and to grow as you learn is vital to your success as a coach. This means undoing what doesn’t work in your life and learning how to take one step at a time towards doing what works…

So often new coaches worry that because they don’t have their own ‘stuff’ together that they can’t coach. The truth is, no one has all their ‘stuff’ together… and chances are we never will!

The key is to love where we at, serve where we’re at, and keep taking one step at a time towards constantly improving ourselves. We are all ‘work in progress’ – and if we’re stagnant, and settled into a rut, then I agree, we aren’t going to inspire too many people!

As you start your training with us, be open to learning how to be the best version of you, you can be. Be open to feedback, to discovering new strategies for success and for growing.

You will always attract clients who admire that!

You’ve joined a coaching program, so it’s a given that you will learn coaching skills. Your ability to support your client, challenge your client and guide your client is essential and you’re going to be shown the very best step-by-step models and methodology to achieve this.

You’ll be introduced to coaching models, positive psychology models, NLP models, and the world’s first and only research based coaching methodology, Meta Dynamics™. You’ll also be given countless opportunities to listen to coaching sessions so you can see how it’s done - the best way to learn is to observe, practice and receive feedback.

So we’ll make sure you receive plenty of feedback, too. You’ll have two mentors as you develop your coaching skills. What a great way to learn!

And your coaching business... probably the bit that causes most of our students the most concern when they first get started! We’ve discovered that very few people in Australia have business or marketing skills. So understandably, they’re nervous because they don’t know how to do it.

That’s where we come in.

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We show you how to market your services. We show you EXACTLY how to build your coaching business so you have plenty of clients and get to run seminars and get to make a truly powerful impact!

97% of our students have NO business experience. So as you can imagine, we make sure we are really good at this for you so you get to do only what works. That way you can get on with doing what you love - which is helping people!

You have an important message to share with the world… and it matters that you’re here.

I know when I first began this journey, I was so busy worrying about what might go wrong that I often talk myself out of living my dreams… or let others talk me out of living my truth.

So rather than focus on what might go wrong, let’s focus on helping you become the very best coach you can become…

**And we have the exact team to help you!**

Our team of coaches, mentors and facilitators are simply the best in Australasia. They are successful coaches, are committed to being the best they can be and love to serve others - they love to serve people like you.

They will be there to guide you, challenge you, and support you as you move towards achieving your dreams.

They will be your ‘unreasonable friends’ as well! :)

You can count on us to hold you accountable for the goals you have decided to achieve.

And this is on top of everything you’re going to receive through your decision to train with us. We have more training hours than any other coaching school in the world and we have students coming from around the world to experience our programs.

You’re on your way to becoming a successful coach through your access to:

* The Member’s website where there are hundreds of hours of training, templates, ideas and demonstrations
* Practice sessions to build your skills
* Ongoing classes every week so you can always be in touch with experts who can assist you achieve your goals
* Face to face training throughout the year giving you the opportunity to be with likeminded people, tap into what’s the latest in coaching training and methods and accelerate your own results
* Dedicated mentor to support you with focused feedback on your coaching skills
* A full-time support team who are there to assist you, answer your questions and give you encouragement and feedback
* Coach & Connect networking events in every state
* Bonus free training events which we let you know about as they are scheduled

And of course, there is the community of coaches whom you’re about to meet and get to know!

With so much support and resources, you’re probably wondering ‘Where do I start?’

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It’s easy to be overwhelmed with so many resources at your fingertips so we’ve created a starting checklist to get you rocking out with ease and certainty :)

**Here are your first 10 steps to set yourself up for success…**

**Step 1:** **Join Members of The Coaching Institute**

Request to join our awesome online community of coaches on Facebook called ‘Members of The Coaching Institute’ This is a place of support, championing, feedback, questions, ideas and resources.

[www.facebook.com/groups/tcimembers](https://www.facebook.com/groups/tcimembers/)

**Step 2:** **Know how to reach the Wow Team**

Wow Team is your full-time dedicated Student Support team. They are coaches themselves who are here to answer your questions, give you feedback, hold your hand in moments of challenge or overwhelm, and celebrate you in your moments of triumph and success…

Phone: 03 9645 9945
Email: wow@thecoachinginstitute.com.au

**Step 3:** **Log in to your TCI Members Online Learning Portal**

[members.thecoachinginstitute.com.au](http://members.thecoachinginstitute.com.au/)

Keep an eye on your emails as you’ll receive an email with your login details to access your Members Online Learning Portal. While waiting for your email to come through, plug in your gold USB to dive into some content from your first module straight away 

Handy tip: Many students can feel somewhat overwhelmed by the amount of resources within the learning portal, have fun and explore, and know that it’s not designed to be all consumed (not one student has gone through all of the resources yet!)

Think of it as a **library** – the purpose isn’t to read every single book (though of course you’re more than welcome to!) it’s having the certainty that whatever resource you may want on your coaching journey, it is all there for you…

Together, we can customise your study to best fit you! You’ll be walked through your learning portal with the Wow team during the next step 

**Step 4: Book in your Personal Success Planning Session**

You'll get a call on Monday from the awesome Wow Team to welcome you to TCI and book in and have your Personal Success Planning Session. The session typically last 40mins and is the perfect place to have all of your questions answered on getting started.

Together with your Wow Team mentor, you’ll gain clarity on your coaching journey, set your Top 5 goals of what you’re wanting to achieve, and get help and support to map out a study plan to start taking steps towards achieving them…

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**Step 5:** **Explore your Study Guide**

Get familiar with your Study Guide (inside this box). ­Start with heading to your monthly study schedule and looking through the different assessments, what’s included, what’s required and what’s optional. You’ll be walked through all of this within your Personal Success Planning Session too :) So any questions that come up, note it down and bring it to the session.

**Step 6: Get familiar with your Webinar Schedule**

Once you’ve had a look through your Study Guide; the next step will be familiarising yourself with your online webinars and your assessment. A Webinar Study Plan has been included in this box for you :)

Your specific webinar dates, times, and personal registration link are in your **TCI Members Online Learning Portal**. There are 3 simple steps to register for your webinar: log in to your members area (see Step 3), click on ‘Webinars’, then click on ‘Register for Webinars’.

 Your Wow Team will walk you through exactly how to do this – so if you’re not a super techy person (like me!), the team can definitely help you out :)

**Step 7:** **Pencil in your Live Trainings**

To book in ahead for a training – simply email wow@thecoachinginstitute.com.au

One of the most transformational part of your TCI learning experience is Live Trainings – where you get to connect with like-minded coaches, work directly in the room with your world-leading Trainers, and access decades of experience to accelerate your growth.

There are Live Trainings included as part of your course, as well as optional elective trainings to help develop a specific skill, plus free bonus trainings we run around the world throughout the year! Included in your Starter Kit is a Training Calendar for the year, so if you’re anything like me, I love taking out my diary and penciling in my training dates :)

Pencil them in for now as some dates may move and change throughout the year – we always make sure we let you know via email, phone and SMS with plenty of notice if they do. Throughout the year, we’ll also send you reminder emails leading up to your trainings – so you’ll always know where to go next.

**Last and most important step…**

Is to have fun!

Jump in the puddle! Make a mess… you can’t break the system or mess it up or do it wrong… so dive in and enjoy it…

If there’s something you don’t understand… all good, reach out to the Wow Team.

If something seems too advanced… all good, save that one for later :)

If something really resonates with you… wonderful, dive deeper into that one!

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**This is *your* journey… and however you’re experiencing it is exactly right for you.**

And we’re here, ready to catch you any time you falter and celebrate every step you take.

Again, congratulations on your decision to become the most outstanding coach you can be!

We are truly excited for you, and ready to support you on your journey.

The wonderful WOW Team is here for you - give them a buzz on 03 9645 9945 at any time, with any questions, and especially to celebrate your wins!

Here’s to you living your dream…

You rock!

Sharon





**Sharon Pearson**

Founder of The Coaching Institute

Creator of Meta Dynamics™ Coaching Methodology

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