

MASTERY LEVEL

This phase is about mastery. Your focus should be on mastery, setting the stage for scalable and impactful growth in your coaching practice.

1. Mastering Objection Handling:

·Topic Areas:

- Understanding common objections in high ticket coaching.
- Developing strategies to address objections effectively.
- Role-playing scenarios to enhance objection-handling skills.

·Action Steps:

- Engage in objection-handling workshops or training sessions.
- Practice addressing objections with a peer or mentor.
- Create a reference guide for common objections and suitable responses.

2. Formulating Detailed Plans for Scaling:

·Topic Areas:

- Identifying opportunities for business growth.
- Creating a scalable business model.
- Implementing systems for efficient scaling.

·Action Step:

- Develop a step-by-step plan for scaling, including hiring and delegation.

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3. Advanced Coaching Techniques:

•Topic Areas:

- Exploring cutting-edge coaching methodologies.
- Staying updated on industry trends.
- Integrating advanced techniques into your coaching practice.

•Action Step:

- Enrol in advanced coaching courses or workshops.

4. Community Building:

•Topic Areas:

- Establishing a strong community around your coaching practice.
- Fostering connections among your clients.
- Implementing strategies for ongoing community engagement.

•Action Steps:

- Host regular community events or webinars.
- Create a private online space for your clients to connect.

Questions/Queries go here:

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