



THE COACHING  
INSTITUTE

**ATTENDING YOUR  
LIVE ONLINE CLASS  
GROUP MENTORING  
JULY - DECEMBER  
2021**

## ATTENDING LIVE ONLINE GROUP MENTORING

Your live group mentoring classes are an opportunity to meet with an experienced coach/mentor, and your peers, for a hands-on approach to learning. You are required to watch a selection of recorded webinars, found in your TCI Members area prior to the live class. This means the coach/mentor can spend quality time helping you implement what you're learning into your coaching and business.

In the coming pages you will discover which recorded classes to listen to and where to find them. We trust you will love the learning experience that group mentoring will bring.

Now that you have your watch list and schedule take some time to prepare. We highly recommend that you begin with your (Level 1) Credentialed Practitioner classes and create a structured and planned approach. Watch the recorded class content the week before, implement what you learn into your coaching and business and note down any questions that come up so that you can ask your mentor.



| YOUR LIVE-ONLINE-CLASS SCHEDULE |  |
|---------------------------------|--|
|                                 | Monday   |
| Week 1<br>6 July<br>- 9 July    | Showing up & Setting up a coaching session<br>12pm-1pm |

Locate the next class on "YOUR LIVE-ONLINE-CLASS SCHEDULE" (pages 9-11)

Locate the required "RECORDED CLASS WATCH LIST" classes (pages 2-8)

| CREDENTIALLED PRACTITIONER OF COACHING – COACHING SKILLS GROUP MENTORING |   |
|--|---|
| LIVE CLASS NAME  | RECORDED CLASS WATCH LIST   |
| Showing up & Setting up a coaching session                               | Coaching Module #1: Self-Management <ul style="list-style-type: none"> <li>• Introduction to Self-Management</li> </ul> Coaching Module #4: Starting the Coaching Session <ul style="list-style-type: none"> <li>• Starting the Coaching Session</li> </ul> |

Level I – Credentialed Prac Live class will run weekly on Monday

Level II – Advanced Prac Live class will run weekly on Tuesday

Level III – Master Prac Live class will run weekly on Wednesday

Level IV – Pro Coach Live class will run weekly on Thursday

| <b>CREDENTIALLED PRACTITIONER OF COACHING – COACHING SKILLS GROUP MENTORING</b> |  |
|---|--|
| <b>LIVE CLASS NAME</b>  | <b>RECORDED CLASS WATCH LIST</b>   |
| Showing up & Setting up a coaching session                                      | <p>Coaching Module #1: Self-Management</p> <ul style="list-style-type: none"> <li>• Introduction to Self-Management</li> </ul> <p>Coaching Module #4: Starting the Coaching Session</p> <ul style="list-style-type: none"> <li>• Starting the Coaching Session</li> </ul>  |
| Building Trust & Rapport  | <p>Coaching #3: Relationship Management</p> <ul style="list-style-type: none"> <li>• Establishes and Maintains Trust and Intimacy With The Client – ICG Core competencies</li> </ul> <p>Coaching #5: Technical Coaching Skills</p> <ul style="list-style-type: none"> <li>• Introduction to Effective Rapport Building: What is Rapport</li> </ul> |
| Using the CAM Model   | <p>Coaching #2: Introduction to Meta Coaching</p> <ul style="list-style-type: none"> <li>• What is Meta Dynamics™?</li> <li>• The Critical Alignment Model Introduced</li> </ul>   |
| Using the DARE Model  | <p>Coaching #2: Introduction to Meta Coaching</p> <ul style="list-style-type: none"> <li>• The DARE Model</li> </ul>   |
| Using the TRUSTME Model   | <p>Coaching #1: Self-Management</p> <ul style="list-style-type: none"> <li>• Introduction to MD TRUSTME Model</li> </ul>   |
| Live Coaching Demonstration   | <p>Coaching #9: Coaching Demonstration</p> <ul style="list-style-type: none"> <li>• Coaching Demonstration Part 1</li> </ul>   |

| <b>CREDENTIALLED PRACTITIONER OF COACHING – BUSINESS SKILLS GROUP MENTORING</b> |   |
|---|---|
| <b>LIVE CLASS NAME</b>  | <b>RECORDED CLASS WATCH LIST</b>  |
| Business Mindset<br>- Who you need to be.                                       | Business Module #1: The Mindset for Success <ul style="list-style-type: none"> <li>• Introduction to the Mindset for Success in Business</li> <li>• Mindset For Success in Coaching</li> </ul>  |
| Taking Care of Business   | Coaching Module #1: Self-Management <ul style="list-style-type: none"> <li>• Self-Management: Meets the ICG Code of ethics and professional standards</li> <li>• When to Refer a Client</li> <li>• Insurance to Protect All Parties</li> </ul>                |
| Business Planning with CAM  | Business Module #3: Planning Your Coaching Practice <ul style="list-style-type: none"> <li>• Planning Your Coaching Practice</li> <li>• Business Benchmarking</li> </ul>  |
| Marketing planning to Attract Clients   | Business Module #6: Attracting Clients <ul style="list-style-type: none"> <li>• Introduction to Client Attraction</li> <li>• Attracting Clients with Your Success Lead Magnets</li> <li>• Attracting Clients with Meta Dynamics™ Mini Profile Tool</li> </ul> |
| Coaching packages   | Business Module #8: Point of Sale Marketing Materials <ul style="list-style-type: none"> <li>• Point of Sales Materials</li> <li>• Designing the Coaching Package</li> </ul>  |
| Curious to Committed  | Business Module #10: Your First Client <ul style="list-style-type: none"> <li>• Curious to Committed Part 1</li> <li>• Curious to Committed Part 2</li> </ul>   |

| <b>ADVANCED PRACTITIONER OF COACHING – COACHING SKILLS GROUP MENTORING</b> |  |
|--|--|
| <b>LIVE CLASS NAME</b>   | <b>RECORDED CLASS WATCH LIST</b>   |
| Using the CAM Model  | Coaching #2: Meta Coaching <ul style="list-style-type: none"> <li>• The Critical Alignment Model When Coaching</li> </ul>                        |
| Strategies T.O.T.E in Coaching   | Coaching #12: Meta Dynamics™ (NLP) Introduction<br>Section 6: Strategies <ul style="list-style-type: none"> <li>• T.O.T.E Model</li> </ul>       |
| Modelling for Coaches  | Coaching #2: Meta Coaching <ul style="list-style-type: none"> <li>• Modelling Level II</li> </ul>  |
| Submodalities for Coaches  | Coaching #12: Meta Dynamics™ (NLP) Introduction<br>Section 3: Sub Modalities <ul style="list-style-type: none"> <li>• Submodalities</li> </ul>   |
| Chunking (Hierarchy of Ideas)  | Coaching #12: Meta Dynamics™ (NLP) Introduction<br>Section 4: Language <ul style="list-style-type: none"> <li>• Hierarchy of Language</li> </ul> |
| Meta Coaching Demo   | Coaching #13: Meta Coaching Demonstration <ul style="list-style-type: none"> <li>• Meta Coaching Demonstration Part 1</li> </ul>                 |

| <b>ADVANCED PRACTITIONER OF COACHING – BUSINESS SKILLS GROUP MENTORING</b> |   |
|--|---|
| <b>LIVE CLASS NAME</b>   | <b>RECORDED CLASS WATCH LIST</b>  |
| Business Planning Level II   | Business Module #1: Business Planning <ul style="list-style-type: none"> <li>• Introduction to Business Planning</li> <li>• SWOT-T Analysis</li> <li>• Business Planning System</li> </ul>  |
| Psychology of Marketing  | Business Module #2: Psychology of Marketing <ul style="list-style-type: none"> <li>• 22 Immutable Laws of Marketing</li> <li>• Cialdini's Laws of Influence</li> </ul>  |
| Ascension Models   | Business Module #3: Ascension Model for Sales and Marketing <ul style="list-style-type: none"> <li>• Introduction to the Ascension Model</li> <li>• Examples of Ascension Model From the Internet</li> <li>• Examples of the Ascension model For Coaches</li> </ul> |
| Intro to Websites  | Business Module #4: Websites For Beginners <ul style="list-style-type: none"> <li>• Introduction to Websites for Beginners</li> </ul>   |
| Niching  | Business Module #5: Niching <ul style="list-style-type: none"> <li>• Introduction to Niches</li> <li>• Types of Niches</li> <li>• Developing Your Character</li> </ul>  |
| Becoming known in your market  | Business Module #6: Becoming known in your market <ul style="list-style-type: none"> <li>• Speaking at Networking Events</li> <li>• Offering Free Mini Workshops to Attract Clients</li> <li>• Article Writing for Success</li> </ul>                               |

| <b>MASTER PRACTITIONER OF COACHING – COACHING SKILLS GROUP MENTORING</b> |  |
|--|--|
| <b>LIVE CLASS NAME</b>   | <b>RECORDED CLASS WATCH LIST</b>   |
| Master Self-Management   | Coaching #1: Self-Management Level III <ul style="list-style-type: none"> <li>• Introduction to Self-Management Level III</li> <li>• Values Introduction</li> <li>• Values Change Work</li> </ul>  |
| Meta Dynamics™ Coaching  | Coaching #2: Meta Dynamics™ <ul style="list-style-type: none"> <li>• NLP Model of Communication</li> <li>• Strategies</li> <li>• Submodalities</li> <li>• Presuppositions</li> </ul>   |
| Advanced Language Skills   | Coaching #4: Advanced Coaching Skills <ul style="list-style-type: none"> <li>• Introduction to Advanced Language Skills</li> <li>• Advanced Language Skills Part 1 &amp; 2</li> <li>• Sleight of Mouth</li> </ul>                            |
| Group Coaching and Training  | Coaching #5: Group Coaching and Training <ul style="list-style-type: none"> <li>• Trainers Mindset: Who you need to be as a trainer</li> <li>• 4MAT System</li> <li>• Milton Language Patterns</li> <li>• Structure of a workshop</li> </ul> |
| Leadership Coaching  | Coaching #6: Leadership Coaching <ul style="list-style-type: none"> <li>• Critical Alignment for Teams</li> <li>• Disruptive Leadership Introduced</li> <li>• Foundation Principles of Leadership</li> </ul>                                 |
| Emotional Intelligence   | Coaching #8: Emotional Intelligence <ul style="list-style-type: none"> <li>• What is emotional intelligence?</li> <li>• What are the indicators of emotional intelligence?</li> <li>• Coaching emotional intelligence</li> </ul>             |

| <b>MASTER PRACTITIONER OF COACHING – BUSINESS SKILLS GROUP MENTORING</b> |   |
|--|---|
| <b>LIVE CLASS NAME</b>   | <b>RECORDED CLASS WATCH LIST</b>  |
| Developing Your Business   | Business #1: Developing Your Business <ul style="list-style-type: none"> <li>• Overview of Developing Your Business</li> <li>• Culture of Your Business</li> <li>• Systemising Your Business</li> </ul>                             |
| Wealth Mindset   | Business #2: Wealth Mindset <ul style="list-style-type: none"> <li>• Wealth Mindset</li> <li>• Wealth Strategies Introduction</li> </ul>  |
| Competitor Analysis  | Business #3: Competitor Analysis <ul style="list-style-type: none"> <li>• Competitor Analysis</li> <li>• Your Business Value</li> </ul>   |
| Online Marketing   | Business #5: Online Marketing <ul style="list-style-type: none"> <li>• Introduction to Online Marketing</li> <li>• Your Website</li> <li>• Your Landing Page</li> </ul>   |
| Developing Your Tangible Product   | Business #7: Developing Your Tangible Product <ul style="list-style-type: none"> <li>• Introduction to Developing Your Product</li> <li>• Your Coaching Product</li> <li>• Stacking the “Cool”</li> </ul>                           |
| Speaking Skills for Client Attraction                                    | Business #8: Speaking Skills for Client Attraction <ul style="list-style-type: none"> <li>• Introduction to Group Work</li> <li>• Running Your First Workshop</li> <li>• Introductions to Webinars for Client Attraction</li> </ul> |



| <b>PROFESSIONAL COACH ENTERPRISE – COACHING SKILLS GROUP MENTORING</b> |  |
|--|--|
| <b>LIVE CLASS NAME</b>   | <b>RECORDED CLASS WATCH LIST</b>   |
| Self-Mastery Level IV  | <p>#1: Part 1: Self-Mastery (Level IV)</p> <ul style="list-style-type: none"> <li>• Introduction to Personal Mastery</li> <li>• Modelling Excellence</li> <li>• Criteria for decision making</li> </ul>  |
| The life cycle of the business   | <p>#2: The Life Cycle of the Business</p> <ul style="list-style-type: none"> <li>• Introduction to the Life Cycle of the Business</li> </ul>   |
| Strategic thinking/ Strategic Coaching                                 | <p>#3: Strategic Thinking/Strategic Coaching</p> <ul style="list-style-type: none"> <li>• Introduction to Strategic Thinking</li> <li>• Inductive Thinking</li> <li>• Critical Alignment Model for Strategic Thinking</li> </ul>                 |
| Meta Dynamics™ in Business   | <p>#4: Meta Dynamics™ in Business</p> <ul style="list-style-type: none"> <li>• The TRUSTME Model for Business</li> <li>• Meta Dynamics™ Critical Alignment Model for Business</li> <li>• The Adult Growth Model for Business</li> </ul>          |
| What creates a great culture?  | <p>#5: What Creates a Great Culture</p> <ul style="list-style-type: none"> <li>• Vision, Mission and Values</li> <li>• Attitudes, Beliefs and Emotional Aptitude</li> <li>• Building Trust: Feedback</li> </ul>                                  |
| Disruptive Leadership  | <p>#6: Disruptive Leadership</p> <ul style="list-style-type: none"> <li>• Introduction to Meta Dynamics™ CAM Model – Environment</li> <li>• CAM Model - Structure</li> <li>• CAM Model - Implementation</li> <li>• CAM Model - People</li> </ul> |

## YOUR LIVE-ONLINE-CLASS SCHEDULE

### JULY 2021

Monday

Tuesday

Wednesday

Thursday

### Coaching Skills Group Mentoring

|                         |   |                                   |                                   |                                  |
|-------------------------|---|-----------------------------------|-----------------------------------|----------------------------------|
| 28 JUNE<br>-<br>01 JULY | Showing up & Setting up a coaching session<br>8pm - 9pm | Using the CAM Model<br>12pm - 1pm | Master Self-Management<br>7pm-8pm | Self-Mastery Level IV<br>7pm-8pm |
|-------------------------|---|-----------------------------------|-----------------------------------|----------------------------------|

### Business Skills Group Mentoring

|                         |   |  |                                     |                     |
|-------------------------|---|--|-------------------------------------|---------------------|
| 05 JULY<br>-<br>08 JULY | Business Mindset - Who you need to be.<br>8pm - 9pm | Business Planning Level II<br>12pm - 1pm | Developing Your Business<br>7pm-8pm | Hot Seat<br>7pm-8pm |
|-------------------------|---|--|-------------------------------------|---------------------|

### Coaching Skills Group Mentoring

|                        |  |   |                                      |   |
|------------------------|--|---|--------------------------------------|---|
| 12 JUL<br>-<br>15 JULY | Building Trust & Rapport<br>12pm - 1pm | Strategies T.O.T.E in Coaching<br>7pm - 8pm | Meta Dynamics™ Coaching<br>8pm - 9pm | The life cycle of the business<br>7pm-8pm |
|------------------------|--|---|--------------------------------------|---|

### Business Skills Group Mentoring

|                         |                                       |                                      |                             |                     |
|-------------------------|---------------------------------------|--------------------------------------|-----------------------------|---------------------|
| 19 JULY<br>-<br>22 JULY | Taking Care of Business<br>12pm - 1pm | Psychology of Marketing<br>7pm - 8pm | Wealth Mindset<br>8pm - 9pm | Hot Seat<br>7pm-8pm |
|-------------------------|---------------------------------------|--------------------------------------|-----------------------------|---------------------|

| AUGUST 2021                            |  |  |  |  |
|--|--|--|--|--|
|  | Monday   | Tuesday                                  | Wednesday                                | Thursday   |
| <b>Coaching Skills Group Mentoring</b> |  |  |  |  |
| 26 JULY<br>-<br>29 JULY                | Using the CAM Model<br>7pm - 8pm                   | Modelling for Coaches<br>8pm - 9pm       | Advanced Language Skills<br>12pm - 1pm   | Strategic thinking/<br>Strategic Coaching<br>7pm-8pm |
| <b>Business Skills Group Mentoring</b> |  |  |  |  |
| 02 AUG<br>-<br>05 AUG                  | Business Planning with CAM<br>7pm - 8pm            | Ascension Models<br>8pm - 9pm            | Competitor Analysis<br>12pm - 1pm        | Hot Seat<br>7pm-8pm                                  |
| <b>Coaching Skills Group Mentoring</b> |  |  |  |  |
| 09 AUG<br>-<br>12 AUG                  | Using the DARE Model<br>8pm - 9pm                  | Sub modalities for Coaches<br>12pm - 1pm | Group Coaching and Training<br>7pm - 8pm | Meta Dynamics™ in Business<br>7pm-8pm                |
| <b>Business Skills Group Mentoring</b> |  |  |  |  |
| 16 AUG<br>-<br>19 AUG                  | Marketing planning to Attract Clients<br>8pm - 9pm | Intro to Websites<br>12pm - 1pm          | Online Marketing<br>7pm - 8pm            | Hot Seat<br>7pm-8pm                                  |

SEPTEMBER 2021

|  | Monday | Tuesday | Wednesday | Thursday |
|--|--------|---------|-----------|----------|
|--|--------|---------|-----------|----------|

Coaching Skills Group Mentoring

|                       |                                       |  |                                  |  |
|-----------------------|---------------------------------------|--|----------------------------------|--|
| 23 AUG<br>-<br>26 AUG | Using the TRUSTME Model<br>12pm - 1pm | Chunking (Hierarchy of Ideas)<br>7pm - 8pm | Leadership Coaching<br>8pm - 9pm | What creates a great culture?<br>7pm-8pm |
|-----------------------|---------------------------------------|--|----------------------------------|--|

Business Skills Group Mentoring

|                        |                                 |                      |  |                     |
|------------------------|---------------------------------|----------------------|--|---------------------|
| 30 AUG<br>-<br>02 SEPT | Coaching packages<br>12pm - 1pm | Niching<br>7pm - 8pm | Developing Your Tangible Product<br>8m - 9pm | Hot Seat<br>7pm-8pm |
|------------------------|---------------------------------|----------------------|--|---------------------|

Coaching Skills Group Mentoring

|                         |  |                                 |                                      |                                  |
|-------------------------|--|---------------------------------|--------------------------------------|----------------------------------|
| 06 SEPT<br>-<br>09 SEPT | Live Coaching Demonstration<br>7pm – 8pm | Meta Coaching Demo<br>8pm – 9pm | Emotional Intelligence<br>12pm - 1pm | Disruptive Leadership<br>7pm-8pm |
|-------------------------|--|---------------------------------|--------------------------------------|----------------------------------|

Business Skills Group Mentoring

|                         |                                   |  |   |                     |
|-------------------------|-----------------------------------|--|---|---------------------|
| 13 SEPT<br>-<br>16 SEPT | Curious to Committed<br>7pm - 8pm | Becoming known in your market<br>8pm - 9pm | Speaking Skills for Client Attraction<br>12pm - 1pm | Hot Seat<br>7pm-8pm |
|-------------------------|-----------------------------------|--|---|---------------------|

## OCTOBER 2021

|  | Monday | Tuesday | Wednesday | Thursday |
|--|--------|---------|-----------|----------|
|--|--------|---------|-----------|----------|

### Coaching Skills Group Mentoring

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|-------------------------|---|----------------------------------|---|-------------------------------------|
| 20 SEPT<br>-<br>23 SEPT | Showing up & Setting<br>up a coaching session<br>12pm - 1pm | Using the CAM Model<br>7pm - 8pm | Master Self-<br>Management<br>8pm - 9pm | Self-Mastery Level<br>IV<br>7pm-8pm |
|-------------------------|---|----------------------------------|---|-------------------------------------|

### Business Skills Group Mentoring

|                         |   |  |  |                     |
|-------------------------|---|--|--|---------------------|
| 27 SEPT<br>-<br>30 SEPT | Business Mindset -<br>Who you need to be.<br>12pm - 1pm | Business Planning<br>Level II<br>7pm - 8pm | Developing Your<br>Business<br>8pm - 9pm | Hot Seat<br>7pm-8pm |
|-------------------------|---|--|--|---------------------|

### Coaching Skills Group Mentoring

|                       |  |  |  |  |
|-----------------------|--|--|--|--|
| 04 OCT<br>-<br>07 OCT | Building Trust &<br>Rapport<br>7pm - 8pm | Strategies T.O.T.E in<br>Coaching<br>8pm - 9pm | Meta Dynamics™<br>Coaching<br>12pm - 1pm | The life cycle of<br>the business<br>7pm-8pm |
|-----------------------|--|--|--|--|

### Business Skills Group Mentoring

|                       |   |   |                              |                     |
|-----------------------|---|---|------------------------------|---------------------|
| 11 OCT<br>-<br>14 OCT | Taking Care of<br>Business<br>7pm - 8pm | Psychology of<br>Marketing<br>8pm - 9pm | Wealth Mindset<br>12pm - 1pm | Hot Seat<br>7pm-8pm |
|-----------------------|---|---|------------------------------|---------------------|

NOVEMBER 2021

Monday

Tuesday

Wednesday

Thursday

Coaching Skills Group Mentoring

|                       |                                  |                                     |                                       |  |
|-----------------------|----------------------------------|-------------------------------------|---------------------------------------|--|
| 18 OCT<br>-<br>21 OCT | Using the CAM Model<br>8pm - 9pm | Modelling for Coaches<br>12pm - 1pm | Advanced Language Skills<br>7pm - 8pm | Strategic thinking/<br>Strategic Coaching<br>7pm-8pm |
|-----------------------|----------------------------------|-------------------------------------|---------------------------------------|--|

Business Skills Group Mentoring

|                       |   |                                |                                  |                     |
|-----------------------|---|--------------------------------|----------------------------------|---------------------|
| 25 OCT<br>-<br>28 OCT | Business Planning with CAM<br>8pm - 9pm | Ascension Models<br>12pm - 1pm | Competitor Analysis<br>7pm - 8pm | Hot Seat<br>7pm-8pm |
|-----------------------|---|--------------------------------|----------------------------------|---------------------|

Coaching Skills Group Mentoring

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|-----------------------|------------------------------------|---|--|--|
| 01 NOV<br>-<br>04 NOV | Using the DARE Model<br>12pm - 1pm | Sub modalities for Coaches<br>7pm - 8pm | Group Coaching and Training<br>8pm - 9pm | Meta Dynamics™<br>in Business<br>7pm-8pm |
|-----------------------|------------------------------------|---|--|--|

Business Skills Group Mentoring

|                       |   |                                |                               |                     |
|-----------------------|---|--------------------------------|-------------------------------|---------------------|
| 08 NOV<br>-<br>11 NOV | Marketing planning to Attract Clients<br>12pm - 1pm | Intro to Websites<br>7pm - 8pm | Online Marketing<br>8pm - 9pm | Hot Seat<br>7pm-8pm |
|-----------------------|---|--------------------------------|-------------------------------|---------------------|

DECEMBER 2021

|  | Monday | Tuesday | Wednesday | Thursday |
|--|--------|---------|-----------|----------|
|--|--------|---------|-----------|----------|

Coaching Skills Group Mentoring

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|-----------------------|--------------------------------------|--|-----------------------------------|--|
| 15 NOV<br>-<br>18 NOV | Using the TRUSTME Model<br>7pm - 8pm | Chunking (Hierarchy of Ideas)<br>8pm - 9pm | Leadership Coaching<br>12pm - 1pm | What creates a great culture?<br>7pm-8pm |
|-----------------------|--------------------------------------|--|-----------------------------------|--|

Business Skills Group Mentoring

|                       |                                |                      |  |                     |
|-----------------------|--------------------------------|----------------------|--|---------------------|
| 22 NOV<br>-<br>25 NOV | Coaching packages<br>7pm - 8pm | Niching<br>8pm - 9pm | Developing Your Tangible Product<br>12pm - 1pm | Hot Seat<br>7pm-8pm |
|-----------------------|--------------------------------|----------------------|--|---------------------|

Coaching Skills Group Mentoring

|                       |  |                                  |                                     |                                  |
|-----------------------|--|----------------------------------|-------------------------------------|----------------------------------|
| 29 NOV<br>-<br>02 DEC | Live Coaching Demonstration<br>8pm - 9pm | Meta Coaching Demo<br>12pm - 1pm | Emotional Intelligence<br>7pm - 8pm | Disruptive Leadership<br>7pm-8pm |
|-----------------------|--|----------------------------------|-------------------------------------|----------------------------------|

Business Skills Group Mentoring

|                       |                                   |   |  |                     |
|-----------------------|-----------------------------------|---|--|---------------------|
| 06 DEC<br>-<br>09 DEC | Curious to Committed<br>8pm - 9pm | Becoming known in your market<br>12pm - 1pm | Speaking Skills for Client Attraction<br>7pm - 8pm | Hot Seat<br>7pm-8pm |
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