



# Success as a Coach: Start and Build a Successful Coaching Practice

*Stephen Newton*

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## **Success as a Coach: Start and Build a Successful Coaching Practice** Stephen Newton

What does it take to be a successful coach? Assuming that you already possess the right skills, characteristics and training then success simply lies in finding and winning clients that you can coach successfully. Personal fulfilment and profitable fee revenue will be direct results. Unfortunately this isn't as simple as it might seem. Success as a Coach is your complete guide to business development whether you're newly qualified or an experienced coach. It covers all the crucial factors that will help you build your clients and your business including: finding the right clients; extending your professional network; planning and running meetings; delivering value for the client; calculating fees; structuring and delivering sessions; structuring your business; strategic client leadership and systematically growing your business. Additional downloadable tools and templates will be available from [www.successasacoach.com](http://www.successasacoach.com) on publication.

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