

**SCALE UP YOUR
COACHING BUSINESS**
WITH DISC

ABOUT YOUR COACH

- 27 years in the Coaching Industry – Sports, Corporate, Executive and Small- Med Business
- Certified Executive, Organizational Development, Leadership, Lifestyle, Behavior, Business Coach and Trainer
- Coached recreational to Level 10 gymnastics, middle-school girls basketball, varsity boys basketball and university softball and cheerleading
- 2 Sport University Athlete
- 1st Business at age 12
- Married to a Fitness & Nutritional Coach
- Adventure Nut!



1. IN THE COACHING INDUSTRY...

Assessments are the Most
Underutilized Tool/Resource

2. COACH'S MINDSET

Assessments are an Expense

LET'S TALK ABOUT IT...

Underutilized Tool/Resource

Expense

POSITIONING

- You should always position costs in Agreement when you Enroll a client
 - Individual assessments
 - Team assessments
- WHY Client Takes the Assessment at the beginning of the coaching journey

GO DEEP

In the Organization, Department,
Team

GO DEEP – CON'T

In the Organization, Department, Team

- Leadership – DISC Leadership, Leadership Effectiveness 360, Emotional Intelligence
- Sales - Sales IQ
- Learning Styles
- Recruiting – HireSense
- Organization Development – 5 Disciplines



EXAMPLE PRICING

**EVERY CLIENT
TAKES A DISC**

1-2-1 Clients

- ➤ \$1500+/mo – FREE DISC/DISC+Motivators
- ◀ \$1500+/mo – \$149 DISC Includes Debrief
 - (For a \$1000 - 1st mo. \$1149 fee will include assessment)

Group/Leverage Coaching

- \$149 DISC Includes Debrief

\$49 DISC only

\$79 DISC/Motivators ONLY

Retreats & Strategic Planning

- 0-10 Attendees - \$89 attendee DISC
- 10-20 Attendees - \$79 attendee DISC
- 20+ - \$69 attendee DISC
- Assessment fee is an addition to Retreat or Planning Fee and includes Team Wheel & Collaboration Reports

MARKETING

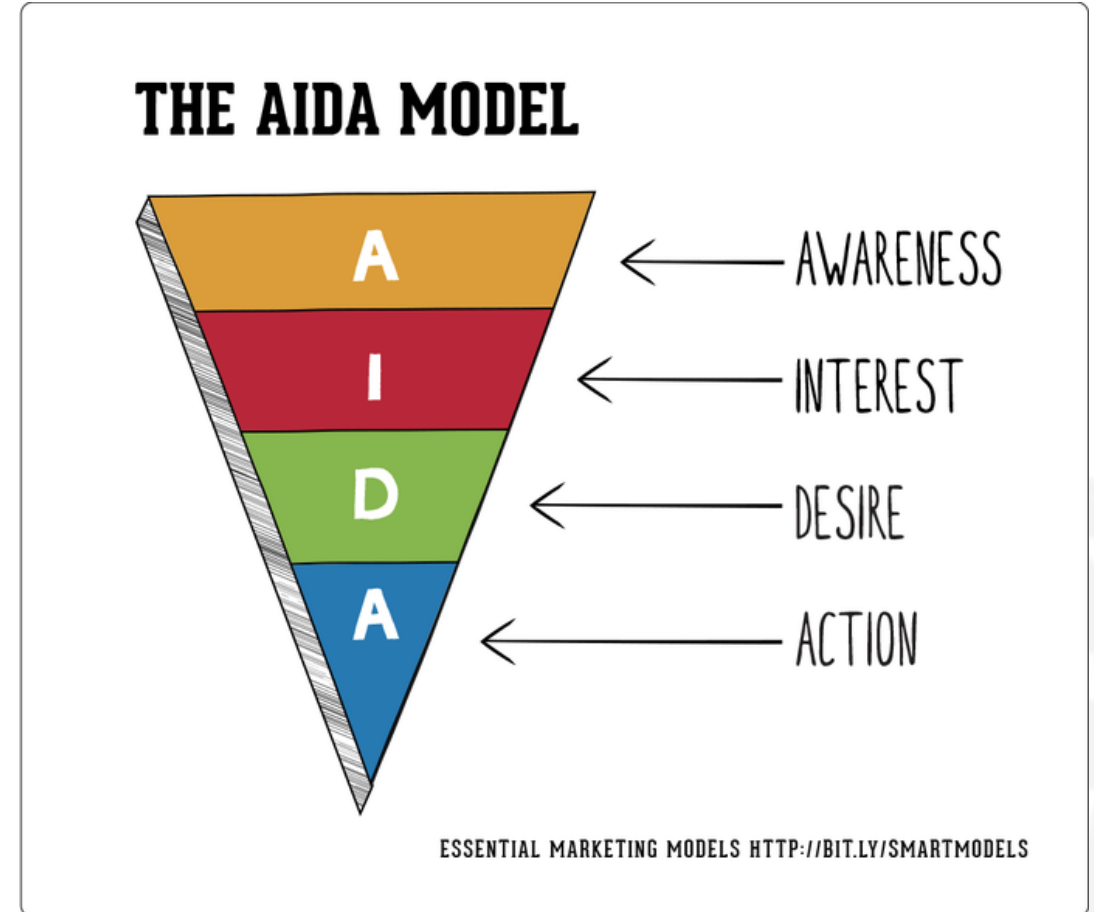


Sales Funnel



TITLES

Communication
Behavior
Leadership
Team
Relationship



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ADDITIONAL MARKETING RESOURCES

- Your Assessment Dashboard
 - 52-Week Email Series (DISC Training Resources)
 - Marketing One-Sheets (Front Page of Resource Center)

ADDITIONAL MARKETING RESOURCES

• **NEW** Marketing Lead Generator Program

To start your assessment(s), please complete the following:

- **DISC S**

First Name (Appears on report)

Last Name: (Appears on report)

Email:

By selecting "accept", you agree to the Terms & Conditions below as well as the [Privacy Policy found here.](#)

If you are in the European Union, you also provide your explicit consent and also agree to

Accept

Proceed to the next step

ADDITIONAL COACHING RESOURCES

- Assessments24x7.com
 - HireSense (Under Hiring & Selection)
 - **FREE** Coaching Communication Mobile APP (About Us>Mobile App)
 - Certification
 - DISC
 - Motivators
 - Emotional Intelligence
 - Critical Thinking
 - Learning Styles
 - Workshop Leader
- Relationship DISC & Collaboration Report
- Account PLUS

UPCOMING COACHING RESOURCES

- Youth DISC
- More Sales & Marketing Collateral
- Quarterly Coaching Webinars

Constantly Improving and Updating our training, collateral, backend systems.

CONTACT US

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Calendar Link

<https://calendly.com/angiemfairbanks/assessment-coaching>

