

## BUSINESS MASTERY COACHING PROGRAM

### Welcome to Part I – III of the Business Mastery Coaching Program!

I appreciate that you are here! Congratulations, you invested in yourself, in your personal development that will have a positive impact on your company! Below you will find outlined the **12/24/48-week** coaching program.

**The purpose of this coaching program is to support you in your business development to excel and thrive as an entrepreneur.**

**Part I** builds the foundation and consists of **6 modules**.

**Part II** helps you to go to your next level of mastery and consists of **6 modules**.

**Part III** includes several proprietary-coaching programs and more in-depth training.

Thank you for taking the journey with me!

### PART I: 12-WEEK COACHING PROGRAM – THE FOUNDATION

#### Module 1: Business Assessments (week one)

- ▶ SWOT, TOWS matrix, SOARS, PESTLE, STEEPLE analysis, etc.
- ▶ Strengths analysis - recommended: Gallup's Strengthsfinder.
- ▶ Other specialized wheels to determine what you need.
- ▶ Core value assessment.
- ▶ Other assessments as needed, such as:
  - ▶ The *Energy Leadership™ Index (ELI) assessment*, including a debriefing session with a professional analysis and interpretation of your results.
  - ▶ 360-degree leadership assessment.

#### Module 1: Implementation (week two)

- ▶ Debrief of the assessments results.
- ▶ Determine what to focus on.

#### Module 2: Vision, Mission and Goals (week three)

- ▶ What is your vision and mission for your company? (worksheet)
- ▶ Who do you need to be to embody the new vision and mission of your company?
- ▶ What goals would you like to achieve? (worksheet)
- ▶ As needed, learn how to
  - ▶ Create a successful **vision statement** – a 7-step process.
  - ▶ Create a powerful **mission statement** – a 5-step process.

## Module 2: Implementation (week four)

- ▶ Create a clear vision and mission for your company.
- ▶ Determine your goals and create the first steps of your roadmap.

## Module 3: Core Values & Strengths (week five)

- ▶ What are the company's core values?
- ▶ What are your personal values?
- ▶ Core value assessment (workbook)
- ▶ What are your strengths? (worksheet)
- ▶ How to use your strengths in your company. (worksheet)

## Module 3: Implementation (week six)

- ▶ Debrief of your core value assessment and strengths.
- ▶ Determine your top 5 core values.
- ▶ Determine your top 5 strengths.

## Module 4: How To Create Empowering Beliefs (week seven)

- ▶ Identify your core beliefs – worksheet.
- ▶ Change your core beliefs – worksheet.
- ▶ Create new empowering beliefs, and new habits that help you to thrive.

## Module 4: Implementation (week eight)

- ▶ Debrief of your core beliefs assessment.
- ▶ Learn how to change your core beliefs and create empowering beliefs.

## Module 5: Winning & Growth Mindset (week nine) - Introduction

- ▶ How to develop a Winning Mindset. (workbook)
- ▶ How to develop a true Growth Mindset. (worksheet)

## Module 5: Implementation (week ten)

- ▶ Debrief of exercises, your answers and insights.
- ▶ Embody the nine elements of a winning mindset.

## Module 6: The Ideal Client Attraction Blueprint (week eleven) - Introduction

### Phase I: Preparation

- ▶ **Step 1: Intention**
- ▶ **Step 2: Target market**

- ▶ **Step 3: Problem > Solution**
- ▶ **Step 4: Build trust and credibility**
- ▶ **Step 5: Create a personal brand**
- ▶ **Step 6: Your solution & offer**
- ▶ **Step 7: Value & price**

## **Phase II: Advanced Level of Mindset Mastery (Module 7)**

### **Phase III: Take The Right Action (Module 8)**

#### **Module 6: Implementation (week twelve)**

- ▶ Debrief of exercises, your answers and insights.
- ▶ Adding the next steps to your roadmap.

## **PART II: 24-WEEK COACHING PROGRAM – LEARN TO THRIVE & RISE UP TO YOUR NEXT LEVEL**

### **Welcome to Module 7 – 12!**

Be appreciated for your willingness to go deeper. I am sure you will enjoy the in-depth training. Thank you for continuing the coaching journey with me!

#### **Module 7: The Ideal Client Attraction Blueprint (week thirteen)**

### **Phase II: Advanced Level of Mindset Mastery**

#### **How to change your mindset**

- ▶ Challenge: Your current mindset.
- ▶ Exercise: Determine where you are right now.
- ▶ Solution: Developing a winning mindset (9 elements).

#### **Module 7: Implementation (week fourteen)**

- ▶ Debrief of exercises, your answers and insights.

#### **Module 8: The Ideal Client Attraction Blueprint (week fifteen)**

### **Phase III: Take The Right Action – 7 Steps For Powerful Sales Conversations**

- ▶ What does it take to have successful sales conversations?
- ▶ Use the 7-step system to have powerful sales conversations.

#### **Module 8: Implementation (week sixteen)**

- ▶ Debrief of the 7-step system.

### **Module 9: The Ideal Client Attraction Blueprint (week seventeen)**

#### **Take The Right Action – Client Referral System in 7 Steps**

- ▶ How does a client referral system work?
- ▶ How to build your successful referral system.

### **Module 9: Implementation (week eighteen)**

- ▶ Debrief of the client referral system.

### **Module 10: Growth Mindset (week nineteen)**

- ▶ How to develop a growth mindset.
- ▶ Use the 7-step process to embody a true growth mindset.

### **Module 10: Implementation (week twenty)**

- ▶ Debrief of exercises, your answers and insights.

### **Module 11: Emotional intelligence for Entrepreneurs - Introduction (week twenty-one)**

- ▶ What is emotional intelligence?
- ▶ How can emotional intelligence help you?
- ▶ How can you use this methodology and knowledge to your advantage?

### **Module 11: Implementation (week twenty-two)**

- ▶ Debrief of exercises, your answers and insights.

### **Module 12: Business Strategy (week twenty-three)**

- ▶ Create the right business strategy for your company. (worksheet)

### **Module 12: Implementation - Success Business Strategy (week twenty-four)**

- ▶ Bringing it all together by implementing all the information from week one – twenty-four.
- ▶ Debrief of the business strategy worksheet.
- ▶ Finalize your success roadmap.

## **PART III: 48-WEEK COACHING PROGRAM – EXCEL & THRIVE IN YOUR BUSINESS**

**Choose one of the following proprietary programs:**

- I.) Law of Being (24 weeks)
- II.) Energy Leadership Development System (24 weeks)

**Or go even deeper with the advanced in-depth training to:**

### **Module 13 - 19:**

- III.) Master your mindset - (12 weeks) or
- IV.) Become a better leader (12 week) or
- V.) Thrive in your business - create your success business strategy (12 weeks)

### **BIO**



Marius Bill, LL.M., CPC, ELI-MP is a Certified Professional Coach (CPC) and Energy Leadership™ Index Master Practitioner (ELI-MP). Marius completed his coaching certification training with the US-based Institute for Professional Excellence in Coaching (iPEC) and is founder and owner of Next Level Coach, where he provides specialized coaching services for entrepreneurs, business owners, executives, and managers.

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