

# Inspired Steps

INTENTION SETTING & GOAL  
ACHIEVEMENT SYSTEM



## Information Package

**For Coaches Interested in Licensing the Inspired Steps Coaching System**

**Created by**



## Pre-Qualification Process

Dear Amazing Coach,

Thank you for your interest in licensing the **Inspired Steps Coaching System**. As a fellow coach, I understand the passion and enthusiasm you feel in wanting to make a difference to the lives you touch. Thank you for who you are and what you bring to the world.

Nine years ago, I walked out of my coach training with so much enthusiasm and encouragement and I was committed to being the best coach I could be. I started working with clients immediately and gradually figured out what works and what doesn't work with clients (when setting and achieving goals), and how to set them up to win. I also learned from some leading coaches in the field and kept honing my skills to deliver the absolute best to my clients and team.

Over the years, the Inspired Steps coaching system was born. At first, I used it myself with clients. Then I built a team and taught them how to use the system with their clients. And now, my vision is to share this proven system with coaches world-wide: coaches like you.

In order to determine if this system is right for you and for your style, please answer the following statements with a simple "yes" or "no":

- I am passionate about coaching.
- I want to (and already) make a difference in people's lives.
- I have an entrepreneurial spirit and am not afraid to market and develop my own business.
- I love to learn and grow, and strongly believe in personal growth and development.
- I appreciate ready-to-use and easy-to-administer systems. Systems make my life easier and eliminate the guesswork.
- I am committed to being a successful coach.
- I have money to invest in my business.
- I have time to invest in my business.
- I believe in myself.

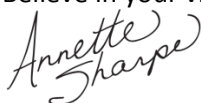
**If you answered "yes" to all of the statements above**, then licensing the Inspired Steps Coaching System may be a great opportunity for you. *Please continue reading this information package. If after reading the information package you would like to purchase a license or get more information, please return to this page to make your purchase on-line, by clicking the 'buy now' button on the page:*

<http://www.growingforsuccess.com/inspiredsteps.html>

If you answered "no" to one or more of the statements above, then this may not be the right time for this opportunity. Perhaps you have questions... if so, please don't hesitate to ask by emailing [annette@growingforsuccess.com](mailto:annette@growingforsuccess.com).

I look forward to getting to know you and supporting you on your journey.

Believe in your vision,



Annette Sharpe, Founder and Senior Coach

[Growingforsuccess.com](http://Growingforsuccess.com)



## Information you want and need to know.... We'll keep this nice and simple.

### What is the Inspired Steps Coaching System?

The program is, quite simply, a set of professionally designed, proven coaching tools to help coaches work with their clients to effectively set, track and achieve their goals. The materials themselves are sent - by snail mail or email (from you) - to clients every three months (every calendar quarter). Using the tools helps both the coach and client get clear on what the client wants to achieve, and gives them both a 'roadmap' from which to take action and to track progress over time.

### Can you tell me more about the tools you use?

The **Intention-Setting and Goal Achievement System** is comprised of three valuable components (sent by hard copy or fillable pdf forms) every calendar quarter.

The **Quarterly Attraction Plan** is a tool that coaches and clients use together to help the client set intentions for the upcoming three months. This gives the client the ability to: assess progress from the past three months, focus on gratitude, get back in touch with their vision and purpose (and change it as necessary based on what 'happens' in life), set intentions using the wheel of life for balance, and 'learn, stretch, change and grow' by answering eight simple questions that will help them to step out of their normal comfort zone(s).

The **Progress Journal** is sent as part of the package for the client to use in tracking their progress in between coaching calls. The client has an opportunity to: reflect on their progress since their last coaching call, identify their opportunities and challenges, and get clear about what they want to focus on with their coach in their upcoming session. (Prepared clients make for more efficient and effective coaching calls). The electronic fillable pdf version makes it easy for the client to communicate their progress with the coach (the completed pdf is emailed to the coach 24 hours before their scheduled coaching call).

The **Coaching Call Sheet** is simply an organizational tool to help clients keep track of their notes, the ideas that come up during their calls, and the specific actions that they commit to with their coach before the next coaching call. (This ensures the coach does not get excuses like "I forgot what we discussed ... etc.")

### Is there anything else?

Yes, there's more. Written manuals and audio recordings are available to help you understand the system and how to successfully run your business. The following templates are also included with this turnkey system.

- A **Welcome Letter** template to introduce the client to coaching and explain the system to the client.
- A **"Getting to Know You Questionnaire"** to get a feel for who the client is and what they really want. You may change and adjust this questionnaire to suit your niche and coaching style.



- **Email letter templates** to send to your clients when they become a new client, mid-quarter, at the end of the quarter and at the beginning of each new quarter, etc.

### **Why should coaches use tools like these?**

Coaches who use tools and systems become more successful than those who don't use any type of system. Having a system to promote, and tools to use, provides credibility to the coach and provides a tracking system for the client. Using a system allows the coach to maintain a professional business and to more easily “attract” potential clients.

### **What's the big attraction for coaches who use this system?**

The coach gets a 'turnkey', out-of-the-box coaching system that has been tested and proven to yield results for hundreds of clients. As an Inspired Steps licensee, you will have **a license to use (and print for your own use) our Intention-Setting and Goal Achievement Tools** – provided via high-resolution pdf format (for print distribution) or e-format to send to your clients quarterly (every three months). Upon joining, you will receive immediate training on how to use the tools and how to successfully and effectively administer your business.

### **What about graphics, website and business card/brochures or marketing materials?**

As an Inspired Steps licensee, you are responsible for building and maintaining your own website and creating your own marketing materials. If you would prefer not to be responsible for building your own brand, please inquire about becoming a coach on our team at Growing For Success where you will get everything you need to start your business and gain web presence and credibility as a coach. For more information, please email [inspired@growingforsuccess.com](mailto:inspired@growingforsuccess.com).

### **Why does having a system and proven tools matter?**

- Organized systems make life easier and eliminate the guesswork.
- Having access to our tools allows you to effectively track your clients' progress and prepare for your coaching calls.
- Using a tested and proven system earns YOU credibility as a coach and delivers results for your clients.
- Having a proven system “almost” guarantees results for you and your clients. We say “almost” because the bulk of your coaching success lies in your own quality of coaching and your own ability to find and retain clients. Our system will allow you to work more effectively and more efficiently, and provide your clients with results they can “see”.
- Clients who experience and can 'see' their successes and progress lead to lasting coach-client relationships.
- For clients, using the materials with a coach over time allows them to effectively set, track and (ultimately) achieve their goals along with their coach.



## How do I get the training?

Training is completed in a self-study course. When you choose to license the Inspired Steps Coaching System, you will get three mp3 recordings (outlined below) plus an in-depth procedures manual on how to use the system.

- MP3 #1: A detailed description of the features and benefits of the system to help you understand why it was created, so that you can more easily sell and implement the tools
- MP3 #2: How to use the Quarterly Folder with your clients
- MP3 #3: How to use the Progress Journal and Coaching Call Sheets with your clients
- MP3 #4: How to efficiently and effectively administer your coaching business (when to send specific emails and why, how to encourage your clients to use the tools, how you can keep track of your clients' goals, etc.)

## How do my clients get the tools every three months?

You, the coach, are responsible for distributing the tools to your clients as necessary (either by printing and mailing packages or sending the electronic fillable versions via email) – i.e. using the quarterly intention setting system guidelines.

## Will you send clients to me?

No. We do not send client to Inspired Steps licensees. We provide you the proven tools and system, and you are 100% responsible for marketing and building your business.

## Are there any hidden costs after purchasing a license for the system?

There are no other costs other than the license cost per year of \$450. (See section on “How to Join”).

## Any other benefits for new coaches using this system?

This system was designed with new coaches in mind. New coaches are often most attracted to these tools since they don't have to create their own system from scratch and can start concentrating on marketing their coaching business

## What does it cost to join?

The cost to become a Inspired Steps licensee, including a 12-month license to use the **Inspired Steps Intention-Setting and Goal Achievement System**, is **\$450 CAD (+ applicable taxes) per year**, billed annually.

**The fine print:** The system and tools will not be sent until payment is received in full and a licensing agreement is signed and received. Annual renewal is automatic, but you can always cancel with 30 days notice. Fees are non-refundable once the system and tools have been sent to you. Your license allows you to: a) print unlimited hard copies of the tools for personal use with your clients, and/or b) email



unlimited quantities of the electronic versions for personal use to your clients for 12 consecutive months.

**Can the tools be personalized to my business (with logo and contact information for my company)?**

Yes. Re-branding is possible and recommended for coaches who already have an established business and brand. You have the option to request personalized high resolution .pdf files (for printing) or the electronic versions of the tools, or both.

The cost to personalize the tools is \$200 for the hard copy tools and/or \$200 for the electronic tools. This is a one-time fee (not annual). The turnaround time for personalization is approximately three weeks.

**Can I share my license with a friend?**

No, sorry. Each coach must purchase an individual license to use the tools and any or all parts of the **Intention-Setting and Goal Achievement System**.

**Do I have to sign a legal document to start using the system?**

Yes, you will have to sign a formal licensing agreement. Our licensing agreement has been developed by a lawyer specializing in Intellectual Property Law.

**Can coaches around the world use this system?**

Of course! This system applies to all coaches, wherever they live.

**Can you translate the materials into my language?**

Will you help us do that or know someone who can? Let's discuss this opportunity. Please contact [inspired@growingforsuccess.com](mailto:inspired@growingforsuccess.com).

**Can I be an affiliate for your program?**

You can. Please contact [inspired@growingforsuccess.com](mailto:inspired@growingforsuccess.com) for more information.

**What's my next step?**

Visit <http://www.growingforsuccess.com/inspiredsteps.html> and click on the 'buy now' button to receive your automatic downloads.



**What if you didn't answer all of my questions?**

Please contact us - we want to hear from you. If there are any questions that you have, please send them to [inspired@growingforsuccess.com](mailto:inspired@growingforsuccess.com) and we will get back to you as soon as possible.

**Thanks again for your interest in licensing the Inspired Steps Coaching System. We look forward to hearing from you.**

Believe in your vision,

A handwritten signature in cursive script that reads "Annette Sharpe".

Founder and Senior Coach

[www.growingforsuccess.com](http://www.growingforsuccess.com)

and Creator of the Inspired Steps Coaching System