

IMPORTANCE OF COACHING

Consider this...

No matter what a person's status or level of achievement, successful people who have reached their last goal, do not rest on their laurels.

They keep striving for more...

An outstanding coach can empower their clients to focus and achieve consistent results in their financial goals. The coaches goal is to challenge, support and provide direction for their client. Through decision, action and determination clients can achieve their goals.

A Money Management Coach...

- enables the clients to see the trees for the forest
- reminds clients to focus on the plan
- will tell it like it is
- will listen
- will encourage clients to achieve their goals
- will help clients plan both for the present and the future

A Money Management Coach will...

- Always treat people with the utmost respect. Never look down on anyone for any reason.
- Be **proud** of **all** clients because they have the “guts” to open up to someone else to help them improve their financial position and achieve their goals.

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We all have different lifestyles, goals and habits, look at people as being equal, and as individuals.

The Coach will provide support for growth and change.

The Coach and the client can then measure the objectives again.

**In Money Management Coaching,
the Coach does not bring the answer.
The Coach brings a system,
a process for helping the client discover the answers.**