



jump start
your day

be
inspired



increase
mental alertness



feel
more
energetic



VN Advanced Coaching – 5-19-10

The Answers to the 10 Most Asked Business & Wellness Questions by Nutrition Coaches



eliminate
sugar cravings



create
healthy habits



sleep
soundly

manage
stress





Webinar Topic

The Answers to the 10

Most Asked

Business & Wellness

Questions by Nutrition Coaches



Business Question I

- **How do I get Started?**
 - **Have a Message**
 - **Know Your Mission**
 - **Choose your Offerings**
 - **Decide Your Platform**



Business Question 2

- **How do I Find a Location?**
 - **Find a Health Business that Matches Your Mission, Offerings & Platform**
 - **Understand you are an ASSET to that Business**
 - **Leverage Your Business with Their Business**



Business Question 3

- **How do I Generate Clients ?**
 - **Live the Program & Lead by Example**
 - **Determine Your Demographic**
 - **Develop Your Action Plan**
 - **Stay Active, Energetic, and Consistent**



Business Question 4

- **How do I Become Better at Enrolling Clients?**
 - **Value Yourself**
 - **Be Vulnerable**
 - **See the Possibility in Yourself**
 - **Know You are Providing a Needed and Wanted Service**



Business Question 4, cont...

- **Keep Learning, reading, webinars, etc...**
- **Learn Communication, Coaching Intelligence**
- **Evaluate Your Sessions, Challenge Yourself, Become Better**
- **Speak with Other Coaches**



Business Question 5

- **How do I Expand my Business,
Duplicate Myself?**

“Going Through the Eye of the Needle”

- **Become a Great Leader and Coach**
- **Have a Solid Business Model and Foundation**
- **Multiple ways to Expand Yourself....**
 - **More Coaches, Articles, Radio, Book, Infomercial,
Speaker Bureau, TV Show, etc.....**



Wellness Question I

- **How do I Book an Event with an Organization?**
 - **Be Clear on Your Objective**
 - **Know Your Wellness Offerings**
 - **Use Your Center Influence to Make Contact**
 - **Present to the Decision Maker of the Organizations**



Wellness Question 2

- **How do I Learn How to Speak?**
 - **Communication Training**
 - **Speaker Training**
 - **Toast Masters**
 - **Practice, Practice, Practice**



Wellness Question 3

- **How do I do a Presentation and What Power Point Should I use?**
 - **Watch Videos in Coaches Network**
 - **Develop Your Presentation (s) & Follow Speaker Training Formation**
 - **Record Yourself, Preferably Video**
 - **Be Clear on What You Want to Get and what Your Audience wants to Get**



Wellness Question 4

- **How do I get Paid for my Speaking?**
 - **Just Like One on One Consulting...Just for Groups**
 - **Confidence and Experience, teaches you to Value your Time and the Skill Set to Charge for Presentations and Corp Programs**
 - **The more you work with an Organization the more Rapport is built**
 - **Ask for the Contract and to be Compensated for your Time....Lead the Company**



Wellness Question 5

- **How do I Build a Full Corporate Wellness Business?**
 - **Just Like a Nutrition Consulting Business, Follow the Same Principles... Main Diff, Longer Payment Time and More Difficult Enrollment**
 - **Do Enough Presentations**
 - **Have a Wellness System**
 - **Get Corporate Testimonials**
 - **Ask for the Business**



It is up to You.....

YOU Decide Your Success