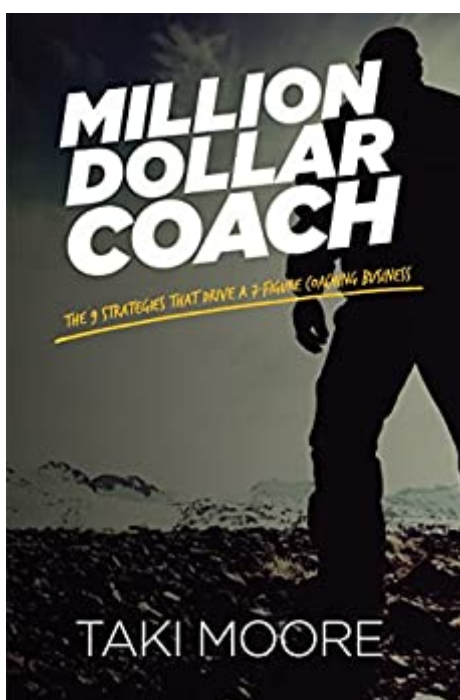


The book was found

Million Dollar Coach: The 9 Strategies That Drive A 7-Figure Coaching Business



Synopsis

Million Dollar Coach is the must-have resource for coaches. Increase the income you earn, work when and how you want, watch your clients get incredible results..... and become empowered to live a life of massive personal freedom. Million Dollar Coach is designed to shift these issues you may be experiencing such as: • Too many coaches hit an income ceiling, and never make the kind of money (or the kind of impact) that they are capable of. They get stuck at one of the 3 plateaus: Survival, Stability or even Success • Most coaches blame themselves, and try to work on their MINDSET • But nothing changes because it's not your mindset that's the problem. It's the MODEL that needs to change. • The model that you bought into when you started your coaching business is completely unscalable (Manual prospecting to get a few leads, followed by one-to-one selling and dealing with objections, excuses and stalls... and time-for-money coaching so there's never any time for you). • For the last 5 years, the author has been working with a select group of coaches, taking them from Stability to Success and Scale. Taki Moore has a very new approach and he shares the very best of what is working for them to become a Million Dollar Coach. This book is essential reading for coaches of all types and experience-levels and is of particular value for anyone looking to start a coaching business to short cut growing pains and quickly rise to become a Million Dollar Coach.

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Customer Reviews

The two biggest problems I have with the business of coaching and consulting are these: (1) finding a reliable and effective means of recruiting new clients- especially while balancing the time and effort required actually deliver top notch results and (2) escaping income and business value limiting trap of delivering one-on-one services. Taki Moore takes both of these problems on, head-on. His system for attracting and converting clients is very solid and very well laid out. Personally, it also is a great fit for me, because I do not enjoy networking as a means of finding new clients. Networking is the most frequently taught way for coaches and consultants to find new clients. Nevertheless, I find it inefficient, and ineffective- since pursuing prospects turns the whole value equation around. Getting prospects to pursue you creates the highest value and ultimately the highest rates for your coaching or consulting. Taki's webinar centric approach is very well laid out and sound. That doesn't mean it is simple to do- online marketing automation systems require work. But once they are in place, this is clearly a great tool for consultants and coaches of all types. Finally, Taki's section on group coaching- breaking the financial limits set by 1:1 coaching, is right on the money. Any coach or consultant who wants to raise their income ceiling and expand the number of clients whose lives they can touch, should pay particular attention to his advice here. Like his live events, this book is thorough, well thought out and delivered in a really engaging way!

Taki's new book is the best concise all in one blueprint one needs to thrive in any business I have read in years, and I have over 25k hours of research and training since 1976. Before I read Taki's book I had reviewed almost all the major players in the coaching industries information (webinars, ebook, books, articles, websites, funnels, processes, systems and etc). I have always said to my clients there is no one explaining how to do it all. Meaning each person sells a piece of the puzzle for typically \$997 or \$1997 (or more) and there are 20+ more missing pieces. Leaving the client confused, frustrated, most of the time broke (or in debt), feeling defeated and likely having to get a JOB!! I have been following Taki for a few years. Everything I had seen in bits and pieces had been top notch full of executable strategies, When I got this book I read it in one sitting from start to finish. I could not put it down as it laid out a step by step master plan with worksheets. To be honest I was

a little surprised with the content in the book as I absolutely feel and know one would have to pay at least \$60k+ to gain all of this information, let alone be tutored in the implementation. All I can say is kudos to Taki. If you implement just a few of these strategies your business and more importantly life will soar.

There are many successful coaches out there who teach effective ways to enroll clients, build products, create systems, etc. I think that Taki and the material in this book stand apart from most of those coaches. He greatly simplifies the rather well-known approaches to the core processes of running a coaching and/or consulting business. That makes it easier to execute those core processes, and more likely that they will work effectively for us. That simplification also save time and energy that are key to creating and running a successful business. (It's much easier to be a coach than it is to be a successful coaching business owner.) I've been a reader of Taki's materials for some time, and I picked up a new tool and another new idea from this book. The tool I picked up is his "triage" approach to filtering and pre-selling prospects is great. Instead of taking a gamble with a 45 minute strategy coaching session that may or may not lead to a new client, you have a quick 10 minute conversation first. If after that the prospect wants to schedule the longer strategy session, you have a much better chance at gaining a new client. If they done' you've invested only 10 minutes instead of 45-50. The new idea I picked up is that most of his strategies to create and filter coaching prospects apply just as well to consultants as to coaches, and he provides multiple examples of both throughout the book. Since I do both in my market, this was an "Aha!" moment for me as well. As with much of Taki's material, this book is highly recommended. He packs a lot of actionable, valuable information into a very small space.

I've a dream of starting my own consulting business. It's been sometime, I've been thinking about it over and over. When I discussed this with my friend he suggested me to research and study people who are already into it. When I was scrolling for books in , I found this one. This book has nine strategies that are practical and helpful to me. I got many insights from this book. As I was reading, I noted down many points. It's a good and helpful read for me. I'm really happy with my purchase. I got right book at right time. I'll read this book again in future.

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