

## Ensure Your **SUCCESS STARTS NOW** Southwestern Coaching Application

Company Name: \_\_\_\_\_ Contact: \_\_\_\_\_  
 Business Address: \_\_\_\_\_ City: \_\_\_\_\_ St: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Office: \_\_\_\_\_ Cell: \_\_\_\_\_ Email: \_\_\_\_\_

### **What is Southwestern Coaching?**

Our coaches work with motivated sales people to create outstanding results. Just as an Olympic athlete works with a coach to win the gold medal, your sales coach will challenge, push, and demand more of you to break your own personal sales records, make more money, and bring your career and personal life to a new level

The topics may include, but not limited to the following:

- ▶ Personal goal setting
- ▶ Professional goal setting
- ▶ Alignment of the things you want to be, do and have with the outcomes which will be produced by your current actions
- ▶ Fundamental shifts in business tactics based on the principles, processes and tactics employed by The Southwestern Company
- ▶ Business planning to avoid or navigate through substantial business challenges
- ▶ Life planning to ensure you do not climb to the top of the ladder and realize it is placed against the wrong building

### **What is the Investment?**

| <u><b>LEVEL 1</b></u> |  | <u><b>LEVEL 2</b></u> |   |
|-----------------------|--|-----------------------|---|
| Duration              | 3 Months   | Duration              | 3 Months  |
| Investment            | \$600 / month*   | Investment            | \$600 / month*  |
| You Receive           | 45 minute coaching sessions twice per month<br>1 hour group conference call or web-cast once per month<br>A daily motivational or instructional email<br>Access to the Southwestern Coaching document library with thousands of valuable tools<br>Access to Online Critical Success Factors for 3 months<br>Unlimited access to Success Starts Now speaking series events for one year | You Receive           | ALL LEVEL ONE BENEFITS PLUS >>><br>Access to Online Critical Success Factors for 12 months<br>Professional Behavioral Assessment identifying your behavioral style and how best to level that asset to elevate your success |

\*Requires 1 month deposit when enrolling. Total investment = \$1,800

\*Requires 1 month deposit when enrolling. Total investment = \$6,000

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**Southwestern Business Resources Professional Coaching Application**

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**What type of coaching interests you?**

- Executive Coaching
- Personal Coaching
- Career Transition Coaching
- Performance Coaching
- Leadership Coaching
- Organizational Development Coaching

Current position: \_\_\_\_\_

Time in current position: \_\_\_\_\_

Percentage of projected income growth – current year: \_\_\_\_\_

What is your current goal setting process, personal and professional? \_\_\_\_\_

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What would you ideally achieve in a executive coaching program? \_\_\_\_\_

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**Acceptance and Scheduling**

Current Southwestern Coaching is accepting applications for the January program. Participants will be chosen based on qualifications. Call times are available on Mon, Weds and Fri from 7am–9pm PST and will be assigned on a first come, first serve basis.

Requested Day and Time: Day (circle one) Monday                      Wednesday                      Friday  
Time (indicate a time between 7a – 9p PST, on the top of the hour): \_\_\_\_\_

Alternatively you may fax this application to Marc Savas at (310) 861-5872

**FOR MORE INFORMATION PLEASE CALL 1-877-589-0606 Ext 701**

**PLEASE NOTE:** This program requires a substantial amount of dedication to change fundamental execution of business and personal tactics. In the event a participants displays an unwillingness to engage in the actions which are required to achieve success, the participant may be asked to exit the program