

# COACH'S *EDGE*

≡ Accelerate Your Path To Success

## Coach's Edge Event Overview

### Summary of Events

Advanced Skill Mastery - 2nd Tuesday, monthly - 5pm ET

Round Table - 4th Monday, monthly - 7pm ET

Coaching Demos - 1st Thursday, quarterly - 1pm ET

Ethics - 3 Tuesdays in March - 6pm ET

**Although it is not anticipated**, in the event a call needs to be rescheduled, the following back-up dates have been reserved for any unexpected circumstances.

- *Advanced Skill Mastery* - 3rd Tuesday of the month
- *Round Table* - 4th Thursday of the month
- *Coaching Demonstration* - 2nd Thursday of the month

### Sample Topics:

<u>Advanced Skill Mastery</u>	<u>Round Table</u>
When Your Client Says "I don't know"	Planning for Future Credentials/Certifications
Building High Impact and Relevant Actions	Creating a Plan for Prospect Follow-Up
How Do You Help Your Client Find Vision?	Developing a Signature Talk
What Does a Full Partnership Look and Feel like with a Client?	Your Relationship with Money
Integrating Everything we Receive from the Client	What is Your Definition of Success?