

# S U C C E S S P A T H

STAGES

FOCUS

EXPLORE

GROW

SUSTAIN

THRIVE

CHARACTERISTICS

Identify your starting point & desired destination

Move out of the classroom & into the field

Increase confidence & competence

Identify & Implement best business practices

Celebrate success

MILESTONES

Permission to not have to do everything

More people want to work with you

No longer need to sell yourself

Running your business instead of your business running you

Ability to take vacation & not feel guilty!

ACTION ITEMS

Find your critical next step

Use knowledge in new & fresh ways with clients

Tackle tougher client situations & business opportunities

Create client retention plan

Build referral network & expand business with current clients

COACH'S **EDGE**

Accelerate Your Path To Success