

COLUMN | COACHING

8 Areas to Coach and Be Coached

As a network marketer, coaching others and being coached can be one of the most fulfilling experiences of your life.

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973 words | 4 pages



Coaching is a powerful vehicle for network marketers to support and develop their leaders to become successful in every sense of the word – personally, financially, spiritually, in relationships, and quality of life.

When coaching your downline there are two areas to be focused on:

***You can help your leaders
improve **WHAT** they are doing in
their business***

AND

***You can help your leaders
develop and strengthen **WHO**
they are at a core level.***

A good coach will address both areas in order to bring the coachee into balance. To help your leaders gain clarity about business strategies and training them with the nuts and bolts of the industry is always important yet the coaching that involves personal development that will empower people to be much more effective with *what* they are doing in their business is equally key in supporting the best in your leaders.

What is the most important part of a networking business? ***The PERSON running it!***

It's likely that you know many people in network marketing who know WHAT to do. What is really holding them back is they have not yet developed WHO they are to the point where they can create what they want. If you are willing to spend 60-80% of your time developing WHO you are and 20-40% working on business strategies, you're bound to experience much greater fulfillment, faster growth and better results. To do this most effectively you need a good coach willing to address the following 8 areas – and to help your leaders become their most successful you will be wise to consider coaching in these 8 areas –

The point is the best coach is the one who has their own coach!

Business – including the basics of networking, sponsoring, product knowledge, duplication, leverage, strategies for creating momentum, and profitability.

Money – addressing things like getting out of debt, following a solid financial track, working with a budget, becoming more profitable and creating a long term financial plan.

Communication and Language Skills – speaking and listening well are critical for success in network marketing. A coach can help you learn to be direct, empower others, set boundaries, tell the truth, be bold, underpromise, endorse others, ask questions and keep things simple, specific and brief.

Quality of Life – an important area to explore, covering extreme self-care, more fun time, doing what you love, making time for priorities, getting needs met, enjoying relationships, have more balance, creating powerful community and more.

Personal Growth and Spirituality – this critical area addresses your ability and willingness to understand self, discover your gifts, create clarity of purpose, to feel connected to life/something greater, learning to trust the process, see all as perfect, see the perfection in others, unconditional love, developing strengths, being authentic and having a vision.

Health and Vitality – another area of coaching support highlights your health and vitality choices like eating well, exercising, taking supplements, sleeping well, drinking water, keeping stress low and doing what energizes you.

Relationships – All of our relationships can impact the success level of our business. Coaching in this area considers deepening friendships, creating love and support, developing intimacy, falling in love with your spouse, developing a powerful community, getting an abundance of support, healing the past, strengthening your family, touching others deeply and attracting wonderful people.

Simplify Yourself and Your Life – A coach's guidance here will help you dump the 'shoulds', eliminate excesses, get lean and powerful, have only what counts, create space, enjoy all, focus and strength, being clear on what is important and a priority, setting up systems and having lots of free time.

When left to our own devices we tend to cloud our vision with habits of thought that can leave us short-changed in one or more of the 8 areas above. That's why I believe everyone needs a coach. It's a 'can't see the forest for the trees' kind of thing, and it takes the support of an objective eye to help us get an overview of our 'forest' and bring our lives back into balance.

As a network marketer, coaching others and being coached can be one of the most fulfilling experiences of your life. There is nothing quite like growing and evolving, breaking through limitations, and experiencing more joy, happiness, fulfillment and success in life and business... except maybe helping others do the same. That's what coaching is about!

--Mary K

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EXPECT MIRACLES!



The best thing about network marketing for me is that it asks... even encourages... me to seek out people who are willing to explore and share their dreams and vision. It gives me reason to invite people to share— from their heart— early in our relationship.

I love this because sharing dreams and clarifying vision puts us together in an energy that feels so good— so alive. It opens us up to take inspired action, which consistently results in greater and greater levels of success. What a joy sharing this kind of ride with others!

— Mary K.

"What I admire most about Mary K. is that she literally and figuratively incarnates one of my most treasured quotes: Dag Hammarskjöld's "To all that has been— Thanks. To all that will be— Yes!" She speaks about the joy of sharing this 'ride' with others. Mary K. IS the joy— to know and to work with."

— JMF

In addition to editing the articles for TheNetworkMarketingMagazine.com, one of the projects Mary K is involved in is contributing to raising vibrations in partnership with TheMagicHappens.com, a magazine setting the tone for *thriving* in today's chaos and inviting people to embrace Financial Freedom with a [Home Business](#)!
