COACHING

What Are The Requirements and Tasks of The Network Coach?

When synergy is created everyone wins

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In order to be a coach, it's vital that you have succeeded or on the pathway to succeed in the field you're coaching.

It's important that you have blazed the trail for others to follow, meaning, you know the way to get there. When it comes to our field, you are either on track to, or would have already built a team of entrepreneurs' successes alongside. In other words, you are more of tour guide going with your team, than a travel agent who just tells them what to do.

Coaching is a hands on activity; you are in the game setting and accomplishing goals.

What skills do you need to be an effective coach? First, a coach is a talent scout; he or she looks for people with skills that they want to develop further so they can all help the team. A coach is looking to build a *team* of individuals with a *common purpose*. The coach needs to know what skills are required, to know how to identify and qualify the right individuals to add value to the team. The coach's purpose is to help the team achieve more, to reach a higher level of success by building strong bonds and relationships with each of the team members, teaching the team how to work together, unified with the same purpose. How well you coach is directly related to the results produced by the team.

Understanding that the individual team members each have different talents, when combined, accomplishments are greatly increased.

Together **E**veryone **A**chieves **M**ore

The coach assesses the skills of the entrepreneur and knows where improvement is needed. The coach directs and delegates responsibilities to each member. He or she works alongside to show the entrepreneurs, directing the team's focus toward individual growth. The coach also helps to develop people skills and abilities preparing the entrepreneur for leadership.

> ***The inspiring entrepreneur will listen to and learn from the coach as he or she is in the trenches digging with them getting their hands calloused as well.***

This will greatly aid in helping the team develop their full potential, overcoming fears of failure and rejection that they may have. The coach helps to motivate the entrepreneurs to overcome failure and to keep striving ahead to the goals he or she helps to set, explaining that failure necessary for growth and developing character which are important to become a leader in our industry.

The coach helps the team to understand the importance of being unified, pulling together talents. *When synergy is created everyone wins.* Understanding we do have differences in abilities, while pointing out that we all do have more similarities; we have a kinship, a common bond, an interest in improving ourselves to help others succeed. We discover that no one succeeds alone and we must combine our forces to climb to greater heights.

So entrepreneur, what do you need to change, stop, and improve to help make your dream work? What's holding you back?

I grew up on Long Island NY; I met my wife Cindy in High School, we dated for several years and I went off to college for two years studying Construction Technology while we maintained our relationship.

I began working in NYC with a Construction Union. It was during those six months I realized I could not be an employee and needed to be self-employed if I was going to be happy in life.

I found a job locally working one season for a Landscape Contractor and learned the trade along with attending Night College in horticulture and Landscape design at the Farmingdale College.

Knowing I enjoyed this field I started my own business at the age of 21. One year later I bought our first home and married my High School sweetheart Cindy the following year. I enjoyed self-employment but discovered the business owned me. Then, during one of my unemployed winters, a friend introduced me to MLM. I fell in love with the concept of duplicating and multiplying my efforts through other people. That company was not a fit for us, but it did open my mind for other options when I saw an ad in the Wall Street Journal that lead me to be sponsored and trained by a young couple who were earning a six figure income in another more duplicable Network program.

I quickly learned how to develop a team who could help us build a second income stream part time. Cindy and I were fortunate to have been able to achieve enough success to be placed on the speaking circuit at a very young age. During the next two years we grew and learned the basic fundamentals of building a network. Unfortunately that company went out of business due to poor management.

Over the years I have made other attempts to finding the right program for us as I knew and believed in this concept and the industry. I knew I could succeed, and I knew people who felt as I did; in 1992 we finally found it. We are now celebrating our 25th year with the company, and we now have a global network in many countries with more than several hundred thousand people in our organizations and over 200 people in the Million Dollar Club and hundreds earning six figures with thousands full time.

We have traveled across the USA training other entrepreneurs how to build a solid income part time. We have been and continue to train globally in Canada, Australia, United Kingdom, Singapore, and Taiwan. We also have businesses in Spain, Hong Kong, and soon Malaysia; we will plan on trips to those countries. This is a designer lifestyle, I have helped many others reach their goals through it, and will continue to do so. We have truly been blessed and thank God for our success.