

COURSE TEST DRIVE

Intensive life-coaching program

Results Life Coaching

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www.resultslifecoaching.com

Accreditation Life coaching is about helping people to set goals, establishing ways to achieve them, and to develop new skills and habits through one-on-one coaching sessions. Students who complete the Results program are assessed according to internal accreditation criteria. The training is also aligned with the International Coaching Federation's core competencies, so students' qualifications are recognised worldwide.

To work as a Results coach, students must be accredited. This involves successfully completing the three-month course, a 12-week coaching series with a Results coach, as well as a mock coaching assessment session. Students must also have two paying clients (each having undertaken at least four sessions).

Where On-site training programs are held every two months in inner-city Sydney. Classes are held on weekends (10am-5pm, Saturday and Sunday). Distance learning is also available, comprising 24 one-hour telephone sessions and homework.

Duration The intensive course takes three months.

Cost The intensive program costs \$3,695 and may be paid off over a three-, six- or 12-month period. An early-bird discount of \$100 is available for those who pay in full at least two weeks before the course begins. The 12-week coaching sessions (necessary for accreditation) cost from \$1,200.

When Classes start every two months. The next face-to-face Sydney courses start next year on February 2. The next distance learning courses starts on January 21.

Who is it for? The course is designed for people seeking a career as a professional coach – either full-time or part-time. Alternatively, graduates are able to apply coaching skills to roles in management, human resources, education, consulting, medicine, psychology and personal training.

Prerequisites No prerequisites are specified, but people with strong interpersonal skills are given preference.

Books and equipment All course materials are supplied including three coaching books and a comprehensive training manual.

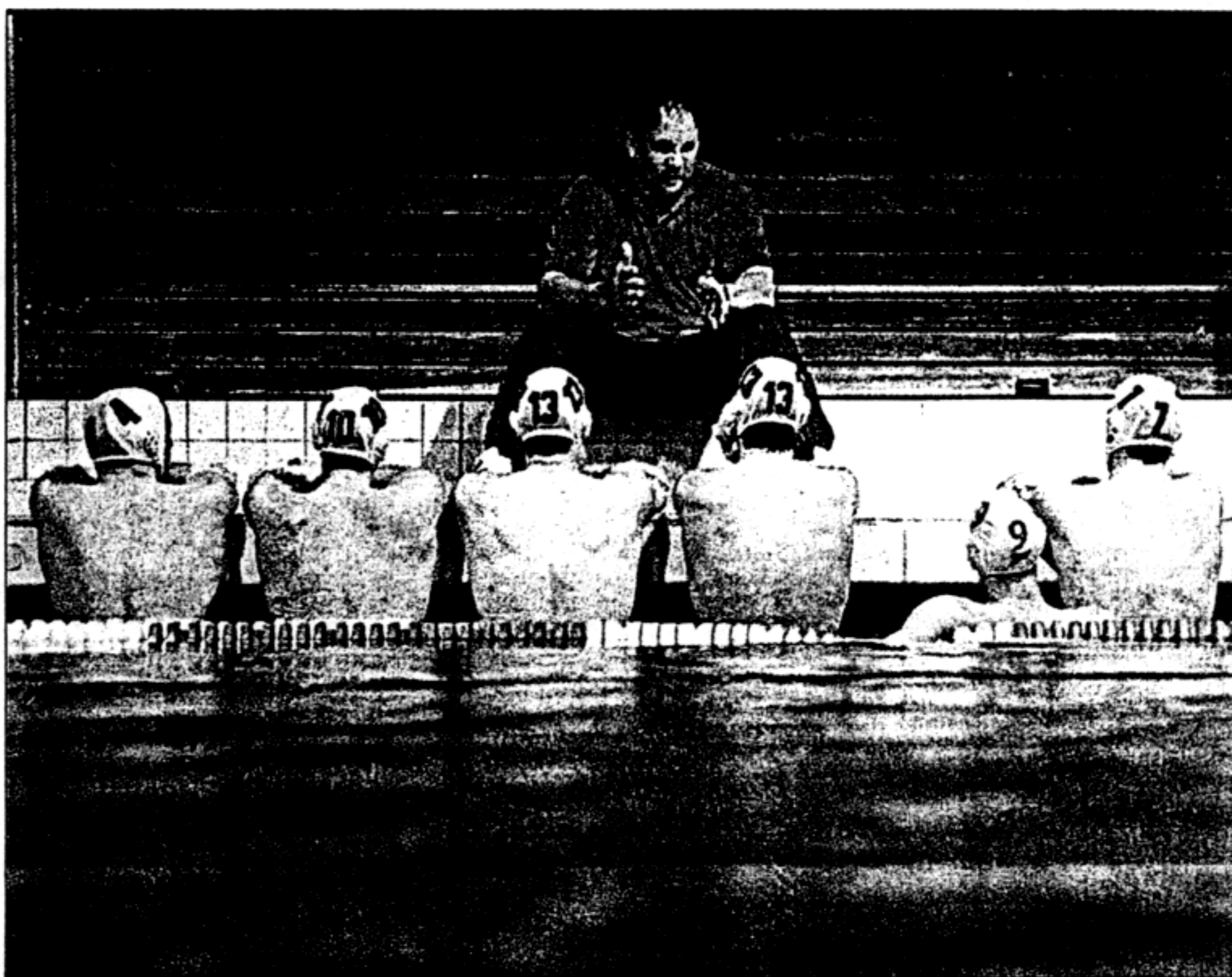
Success rate Results Life Coaching has trained 350 students, 140 of whom are working as coaches. Coaches can work full-time or part-time and Results says its full-time coaches can earn more than \$100,000 a year.

what graduates say

Lisa Wandl, 35, part-time relationships manager, Westpac and part-time life coach. Graduated in July.

"I've been in the corporate world for 18 years and I was offered the opportunity to enter executive management with the bank, but I chose not to pursue that path for life-balancing reasons – I am busy with a baby, a toddler and my sport.

"I played sport to national level and the sporting environment has made me see people can do things they think they can do within the support of the



Go for gold ... make a plan, surround yourself with support and soon you'll be kicking your way to success.

Photo: Andrew Taylor

coaching environment. And my employer, Westpac, has a policy to be an employer of choice for the support they give to their staff. This corporate philosophy aligns well with my work as a life coach.

"I did the course because coaching fascinates me. I enjoy working with people and through my experience in the bank, some of the most fulfilling things I did were helping people achieve things they didn't think they could achieve.

"Before I did the course, I did a bit of investigation. I liked the idea that [Results] provides a community and runs advanced courses to continue your personal development, resources, mentoring, different marketing strategies and back-up business structure for setting up a small business.

"I work with people whose goals include starting up their own businesses, ensuring the success of those businesses, giving them the confidence to continue when they face barriers and fears and to set some really solid strategies.

"Coaching is usually taken by very successful people. You take people from where they are now to where they want to be."

Carole Sandberg, late 50s, full-time Results life coach, regional head for Results Life Coaching Northern Beaches and Peninsula. Graduated 1998.

"Before I studied life coaching, I was a successful entrepreneur, with my own corporate travel business, I was a freelance travel journalist and an artist.

"Life coaching is the most fulfilling career I've had because I'm working with people who want to make a difference in their lives and are prepared to do

whatever it takes to achieve their goals. The course enhanced my listening and questioning skills. It taught me to be succinct in my communication and it has enabled me to expand my personal growth and development across the board.

"I've coached nearly 100 people, including a lawyer who wanted to increase the size of his practice by 50 per cent. We increased the size of his practice by 70 per cent. We also increased his confidence and his communication skills and so he really got to know who he was and where he wanted to be in life."

what the clients say

Anthony Rheinberger, 31, business consultant. Completed first 12-week session with Lisa Wandl six weeks ago.

"I'm interested in coaching people myself and I saw [life coaching] as contributing positively to people's lives. There is the concept of having someone else on your team who doesn't really have an agenda other than to be an effective coach.

"It's something you don't necessarily get in a relative or friend. A coach stretches you so you don't settle for less than what you are capable of being.

"We reviewed my life from a lot of different angles. It's a pretty simple life skill, one that we apply professionally, but not necessarily in our personal life.

"It is an enormously worthwhile process. I had set health goals and my body has changed bucketloads."

Julie-Anne O'Hagan
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