

COACH4SUCCESS

STAND OUT.

Product Offering

Nothing changes if you change nothing



www.coach4success.co.za
Deut 2808 Coach4success Pty Ltd

COACH4SUCCESS

STAND OUT.

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Who is Coach4success



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Choosing a Training Academy



Gaile Wilson

- Gaile is an International Trainer
- She has a Psychology Background and also many years experience in the Corporate Sector
- She has more than 20 years' experience in Public Speaking, Motivational Speaking and delivering Presentations
- She has successfully trained thousands of individuals in Corporates



Why choose us ?

- Coach4success has been involved in people development for over 15 years
- Our team are professionally trained – (ETDP-SETA, SAQA, ICR and COMENSA accredited)
- Our Trainers and Life Coaches maintain the highest standard in the industry
- We have been involved in exciting development programs in numerous large and small organisations



Tailor made training

- Our tagline is Stand Out and that is exactly what we strive to achieve
- Nothing about us is ordinary. Our services are extraordinary



Value for your money

- We have been around for over 15 years. We will give you the head start you require with relevant and cutting edge International Standard Training



Life Coach Practitioner

Life Coaching is defined as focusing on the person's whole life and by focusing on wellness rather than pathology alone.

Life Coaching is finding prominent space in the Healthcare Profession as an effective additional treatment methodology.

BASIC OUTLINE

- 12 Session working with the material you will coach your clients on
- Submit each sessions homework for marking and feedback from coach mentor allocated to you
- Coach at least 2 people through the entire 12 sessions and provide evidence of this via feedback forms we will provide as part of your coaching pack
- 9 Sessions on Coaching Skills and a variety of Personality profiles

EXAM

- Open book exam (Pass mark 70%)
- 5 hours allowed

DURATION

- The full program will take between 4 months and 1 year depending on your amount of free time
- The maximum time allowable is 24 months

ONLINE COURSES

- Finding Life Purpose
- Breaking free From Manipulation
- Emotional Intelligence

PRACTICAL

- Coach two Candidates from beginning to end and send documented proof of these coaching sessions.

TRAINING PACK

- Client Workbook 1 & 2
- Coach Instructions Workbook
- Videos clips and all supporting documents on USB stick
- Various stationery and folder
- E-Learning Coupon



Life Coach Practitioner

COST

- R9 0000 per delegate
- Group discounts available
- Discounts can be negotiated for group bookings

OPTIONAL

- 3 Free Modules on setting up a coaching practice and business processes. (Register a business, Business Plan etc)

ADD-ON MODULES

- Corporate Coach
- Basic Therapeutic Counselling Skills
- Neurolinguistic Programming

CERTIFICATION

- Candidates will be issued with a prestigious Life Coach Practitioner Certificate on completion

Option	Programme	Fee
A	Certified Life Coach Practitioner	R9 000
B	Corporate Coach add-on Module	R2 500
C	Therapeutic Counselling Skills add-on Module	R5 000
D	Certified NLP Practitioner add-on Module	R5 000
E Package Deal	Certified Life Coach Practitioner + NLP Practitioner	R11 500
F Package Deal	Certified Life Coach Practitioner + NLP Practitioner + Therapeutic Counselling Skills	R14 000
G Package Deal	Elite Suite A+B+C+D	R16 500

Emotional Intelligence

Emotional intelligence (EQ) is the ability to understand and manage emotions in oneself and others and is an essential skill to succeed in life.

DESCRIPTION

- Emotional intelligence is essential for understanding yourself as well as successfully navigating your social world
- High Emotional Intelligence is a predictor of success in the Business World and everyday life
- While some people tend to come by these skills more naturally, all of us need to improve our EQ in order to improve the quality of our lives
- The great thing is that EQ is learned - so IMPROVING THE QUALITY OF YOUR LIFE IS COMPLETELY DOABLE!
- In a nutshell emotional intelligence refers to the ability to identify and regulate our own emotions, to recognize the emotions of other people and feel empathy toward them, and to use these abilities to communicate effectively and build healthy, productive relationships with others

DURATION

- 2 days

5 AREAS COVERED

- Emotional self-awareness
- Self-regulation
- Motivation
- Empathy
- Social skills

COST

- R4 800 per delegate
- Discounts can be negotiated for group bookings

METHOD OF TRAINING

- Online - MS Teams
- Face-to-face training to be quoted separately

REVIEW:

"This course was amazing. Gaile always has so much energy. I feel like it's so interesting and exciting that there is no way one can lose interest. I have really learned a lot. The visualisation part I also enjoyed very much. The roadblocks to success are also very informative"



Excellent Customer Services

A Happy Customer = A Successful company
 A Happy Customer = Repeat Business
 A Happy Customer = "Let's face it makes Life Happy"

DESCRIPTION

- Gober Method/Service Excel Mindset
- 7 Service Excellence Competencies
 1. Solution Oriented (Positive, CAN DO Focus)
 2. Listen to understand
 3. Gracious & empathetic
 4. Clear Communication
 5. Assertive
 6. Non-defensive
 7. Persuade, negotiate, convince, influence
- Conflict handling

DURATION

- 2 days

COST

- R4 800 per delegate
- Discounts can be negotiated for group bookings

METHOD OF TRAINING

- Online - MS Teams
- Face-to-face training to be quoted separately

REVIEW:

"Gaile imparts such excellent business information in this course. It is a definite must do course. Wonderful supporting documents and exercises to guide you.

Thank you Gaile"



Increase Your Sales by Raising Confidence

It's our belief at Coach4success that Confidence level equates to Sales success

DESCRIPTION

- Self Confidence Quiz
- Sales Wheel
- 1. Raise Self Confidence
- 2. Make a good first impression
- 3. Change your body language
- 4. Practice mirroring
- 5. Transform your state
- 6. Develop an alter ego
- 7. Learn about meta-programs
- 8. Improve your communication skills
- SWOT Analysis
- Self-Limiting Beliefs
- I make a difference
- Affirmation Design/Old Beliefs – New Beliefs
- Personal Vision Plan

DURATION

- 1 Day

COST

- R10 000 Per Workshop
- Max 10 people

METHOD OF TRAINING

- Online - MS Teams
- Face-to-face training to be quoted separately

REVIEW:

"Absolutely amazing course!! I learnt so much about myself and I would highly recommend this course for anyone wanting to better their sales - thanks Gaile"



Corporate Coach Practitioner

This is a hands-on, fun workshop and will result in delegates being able to APPLY their knowledge. It focuses on supervisor and management efficacy and raising self-awareness.

Candidates will be able to register as a Business Coach Practitioner with International Coach Register(ICR) after successful completion.

The workshop drive is 'How to become a Leader with Positive Influence'. It comprises of 3 days online training and a Practical Project where the delegates practically coach a person. A qualified Business Coach is assigned to each candidate for personal feedback and input.

The workshop concludes with the delegates doing a presentation of their project.

BASIC OUTLINE

- The role of Coaching
- What is Coaching
- Creating High Performance Culture
- The GROW Model
- RAS and using it to your benefit
- Motivation, internal and external
- Influence and how to use it
- Happiness effects on productivity
- Understand the Cycle of Change
- Rate your Emotional Intelligence and raise it
- Profiling self and 'team members'
- How Transactional Analysis affects communication skills
- Managing Conflict (Model)
- Knowing your strengths and weaknesses
- The 6 universal human needs
- Develop an individual plan of action

DURATION

- 2 days

COST

- R4 800 per delegate
- Discounts can be negotiated for group bookings

ON COMPLETION

- The successful candidates can register with International Register (ICR) as a Corporate Coach Practitioner

METHOD OF TRAINING

- Online - MS Teams
- Face-to-face training to be quoted separately

REVIEW:

"Great course. It really helps you understand what the areas are that you should be improving and what is missing for you to be effective as a coach and a person. I suggest to do it even if you would like to be an effective leader"



Presentation Skills

Deliver presentations that connect, resonate, and inspire your audience.

BASIC OUTLINE

- What makes a great Presenter
- Online Presenting techniques
- Overcoming fear
- Understanding the audience
- Structuring your presentation
- Creating captivating content
- Presenting with ease and conviction
- Engineering your "Winner State"
- Mastering your delivery
- Body Language
- Verbal Communication
- Best Practices

PRACTICAL

- A practical presentation will be done

DURATION

- 2 days

COST

- R4 800 per delegate
- Discounts can be negotiated for group bookings

METHOD OF TRAINING

- Online - MS Teams
- Face-to-face training to be quoted separately

REVIEW:

"The course is fantastic and one of the best courses I have taken. The content is excellent, and the delivery is done with passion and confidence which shows that the instructor knows what she is talking about. When a course is not only theoretical but also practical, it facilitates a deeper understanding of the concepts through seeing them in the context of real-world applications and experience. The course is full of significant insights, and I confidently recommend it"



Communication Skills

Communication skills are a key component of an individual's personal and professional life. This course will help you become an effective communicator by teaching you the many aspects of communication such as speaking, self-talk, tonality of voice, how to listen effectively, and the various fundamentals that play a part in body language which includes gestures, posture, expressions and flow.

BASIC OUTLINE

- Active Listening - Actively engage with others by paying close attention, asking questions, and rephrasing to demonstrate understanding
- Choosing the Right Communication Method: Knowing when to use verbal, written, or visual communication is crucial.
- Friendliness: Approach interactions with a positive attitude and warmth
- Confidence: Communicate with self-assurance and clarity.
- Sharing Feedback: Provide constructive feedback and receive it gracefully
- Volume and Tone: Adjust your voice volume and tone appropriately for the situation
- Empathy: Understand and consider others' feelings and perspectives
- Respect: Treat everyone with courtesy and respect
- Nonverbal Communication: Be aware of body language, facial expressions, and gestures
- Adaptability: Tailor your communication style to different audiences and contexts

DURATION

- 2 days

COST

- R4 800 per delegate
- Discounts can be negotiated for group bookings

METHOD OF TRAINING

- Online - MS Teams
- Face-to-face training to be quoted separately

REVIEW:

"This course was amazing. Gaile always has so much energy:) I feel like it's so interesting and exciting that there is no way one can lose interest. I have really learned a lot. The confidence part I also enjoyed very much"



Work-Life Balance

Work-life balance is the idea that a fulfilling life outside of work helps improve work performance while reducing stress. It is typically defined as the amount of time you spend doing your job versus the amount of time you spend with loved ones or pursuing personal interests and hobbies. A good work-life balance means you can be happy and productive at work and also have time for yourself and your family. It is a concept in which the maximum happiness of an employee acts as the fuel for productive and fulfilling work, for which both employer and employee are responsible.

BASIC OUTLINE

If you can find a good balance between work and other demands, you are likely to:

- be happier
- be more productive
- take fewer sick days
- stay in your job for longer

DURATION

- 2 days

COST

- R4 800 per delegate
- Discounts can be negotiated for group bookings

METHOD OF TRAINING

- Online - MS Teams
- Face-to-face training to be quoted separately

REVIEW:

"I loved this course. It is absolutely a great step to becoming the person I want to be. My life was so out of balance and I now can have a more balanced and stable view of my world"



SCARF - Powerful Brain Based Coaching Model

Raise self-awareness and understand how it affects management; Understanding the brain in coaching others; Use the SCARF tool in understanding how to bring out the best in teams; What has positive impact and what has negative impact in teams; Understanding the practical scientific psychology of what motivates people.
S "I am valuable" C "I know where I stand or what will happen" A "I have a choice" R "I belong" F "I am treated fairly and others are treated fairly"

BASIC OUTLINE

- Be exposed to the art and deeper science of effective coaching
- Learn cutting-edge brain research-based tools and skills to help you effectively coach
- Improve people's capacity to understand and ultimately modify their own and others behaviour in the workplace

METHODOLOGY

- Theory and practical work with a mini project
- SCARF model in tandem
- 6 Human Needs Model
- Enhance the Performance of your teams by creating positive change

DURATION

- 2 days

COST

- R4 800 per delegate
- Discounts can be negotiated for group bookings

METHOD OF TRAINING

- Online - MS Teams
- Face-to-face training to be quoted separately

REVIEW:

"This course is opening my eyes to the many aspects of being an effective business manager. Beside the content of business and demonstration of my understanding of commerce and industry I must also be a coach. I am learning"



NLP For Sales: Persuasion & Influence Conversion & Retention

On this course you will:

- Discover the most powerful NLP techniques and persuasion skills for sales
- Learn how to make sales a challenge and raise your performance levels
 - Learn the NLP Sales Process
 - Learn how to build deep rapport with anyone you meet
 - Learn how to deal with the common objections in sales
- Discover the persuasion techniques of the top NLP sales professionals
 - Learn how to become comfortable selling

BASIC OUTLINE

- Positive mindset
- Assume the sale
- Why You Need Rapport & Building Rapport
- The NLP Communication Model
- Presuppositions of NLP
- Pace & Lead Technique
- Non-Verbal Mirroring
- The Similar Words Technique
- The Common Denominator Technique
- VAK
- The Art of Asking Questions
- Discover Clients Values
- Establish A Need & Value It
- Presuppositions
- Pace & Lead to Destroy Objections
- Context Reframing
- Future Pacing
- Principles for Excellence
- Influence in Sales & Marketing
- Context Reframing
- Future Pacing
- Principles for Excellence
- Influence in Sales & Marketing
 - Reciprocity
 - Consistency
 - The endowment effect
 - Door in the face
 - Franklin effect
 - Loss aversion
 - Scarcity
 - Mere Exposure
 - The decoy effect
 - The Framing effect



NLP For Sales: Persuasion & Influence Conversion & Retention

DURATION

- 5 successive days @ 3 hours per day

COST

- R6 000 per delegate

METHOD OF TRAINING

- Dynamic, interactive Workshop - with a focus on Practical Application

FACILITATORS EXPERIENCE

- The Facilitator - Gaile Wilson - has been extensively involved in Call Centre Training over the past 15 years, training well over 5 000 students in over 10 Call Centers country wide. She has a passion for Sales and the exciting prospect of bringing NLP into this dynamic arena.

REVIEW:

"It is a great Course. Gaile is engaging and passionate about what she's teaching. All the knowledge that she transmits is valuable, clear and well organised. I put my staff through this course and highly recommend it"

REVIEW:

"A program designed to instill resilience and equip 154 employees with the skills required to remain effective in their roles. This program included elements of personal growth. While the academic transfer of knowledge was highly successful, a major component of the program spoke to the coaching of the employees very specific to each of their individual challenges and needs. It was evident that Gaile has deeply impacted the lives of each employee.

This course was an excellent ROI"



Conflict Resolution & Problem Solving

These are learned skills and imperative to harmonious business operations.

BASIC OUTLINE

- Understand the two basic types of conflict and reasons they occur.
- Recognise four typical approaches to conflict
- Implement the basic steps of conflict resolution
- Practice communication skills to minimise and even prevent conflict
- Employ strategies for responding to challenging people such as dealing with an extremely angry person or someone who won't acknowledge the conflict
- Handle specific situations including dealing with your boss, client, or another department

DURATION

- 3 days

MAXIMUM PARTICIPANTS

- 20

COST

- R2 500 per delegate
- Discounts can be negotiated for group bookings

METHOD OF TRAINING

- Online - MS Teams
- Face-to-face training to be quoted separately

REVIEW:

"The lecturer is so engaging and passionate about what she's teaching. She shares many valuable insights and explains / teaches the content in a way that encourages you to learn more.

Gaile is a pleasant lecturer "



Motivating Employees to be their best

This course looks at motivation as a learned skill.
Everyone wants to be and do their best but sometimes don't know how.

BASIC OUTLINE

- Identify major factors that affect motivation and apply dialog and listening skills that model community influence and openness
- Take specific actions to foster trust within a group and model the concept of accountability
- Identify inhibitors to fostering group commitment and passion
- Teach a four-step process designed to help groups to learn from mistakes and encourage group initiative
- Create a group culture of ownership and accountability and apply strategies for dealing with outside pressures negatively affecting motivation. Identify and apply strategies for dealing with systems and policies negatively affecting group esteem
- Match or tailor your leadership style to various employees' motivation preferences

DURATION

- 3 days

MAXIMUM PARTICIPANTS

- 20

COST

- R2 500 per delegate
- Discounts can be negotiated for group bookings

METHOD OF TRAINING

- Online - MS Teams
- Face-to-face training to be quoted separately

REVIEW:

"Such amazing tools in a way I can relate and understand. Gaile you truly are an inspiration and the way you present your courses are top value for money"



Change Management

This essential course equips you with the frameworks, tools, and strategies to navigate and lead change in today's dynamic business environment.

BASIC OUTLINE

- Understanding the dynamics of change in organisations
- Strategies for leading change effectively
- Overcoming resistance to change
- Aligning organisational development with leadership practices
- Case studies on successful change management initiatives
- Various Practical Roleplays
- Model design

DURATION

- 3 days

MAXIMUM PARTICIPANTS

- 20

COST

- R2 500 per delegate
- Discounts can be negotiated for group bookings

METHOD OF TRAINING

- Online - MS Teams
- Face-to-face training to be quoted separately

REVIEW:

"The course is fantastic and one of the best courses I have taken. The content is excellent, and the delivery is done with passion and confidence which shows that Gaile knows what she is talking about. When a course is not only theoretical but also practical, it facilitates a deeper understanding of the concepts through seeing them in the context of real-world applications and experience. The course is full of significant insights, and I confidently recommend it"



Strategic Thinking & Decision-Making

Strategic thinking and good decision making helps organisations examine complexity and simplify it; recognise patterns and create effective solutions to challenges.

BASIC OUTLINE

- Principles of strategic thinking and long-term planning
- Analytical tools for decision-making (SWOT, PESTLE, etc.).
- Risk management and contingency planning
- Enhancing critical thinking and problem-solving skills
- Aligning decisions with organisational goals and values

DURATION

- 3 days

MAXIMUM PARTICIPANTS

- 20

COST

- R2 500 per delegate
- Discounts can be negotiated for group bookings

METHOD OF TRAINING

- Online - MS Teams
- Face-to-face training to be quoted separately

REVIEW:

"Gaile Wilson is simply outstanding in explaining the finer detail of the course content and makes it easy to understand and practically apply what has been learned.

Amazing experience."



Goals & Goal Setting

This is a far more deliberate activity than many people realise.
Learn to practically set and achieve goals on this course.

BASIC OUTLINE

- This motivation to reach goals course is designed to guide individuals on how to set truly meaningful and motivational goals. It is one of the most essential steps to business success. Goals tell individuals and teams what needs to be accomplished, why it's a priority, and how to do it
- Define and differentiate among goals, missions, and objectives
- Follow a proven technique for establishing realistic yet powerful goals
- Formulate and follow a Goal Action Plan
- Execute the tactics needed to achieve your goals

DURATION

- 3 days

MAXIMUM PARTICIPANTS

- 20

COST

- R2 500 per delegate
- Discounts can be negotiated for group bookings

METHOD OF TRAINING

- Online - MS Teams
- Face-to-face training to be quoted separately

REVIEW:

"This was exactly what I was hoping for. I always knew that there was something much bigger than me that I'm here to accomplish. I'm ready to find the right tools to steer me towards achieving my goals. This course gave me clearance and confirmation that I am on the right track.
Thank you Gaile."



Business Etiquette

Business etiquette refers to the set of expected behaviours and practices that people adhere to in a professional setting.

These unwritten rules guide how individuals interact with each other, ensuring that business is conducted smoothly and respectfully.

BASIC OUTLINE

- You will learn the etiquette requirements for meeting, entertaining, telephone and business interaction scenarios. Additionally, this module addresses etiquette challenges when doing business in a multi-cultural environment
- What is Business Etiquette?
- Principles of Exceptional Work Behaviour
- Telephone Etiquette
- Multicultural Challenges
- New Issues in Etiquette

COST

- R2 500 per delegate
- Discounts can be negotiated for group bookings

METHOD OF TRAINING

- Online - MS Teams
- Face-to-face training to be quoted separately

DURATION

- 3 days

MAXIMUM PARTICIPANTS

- 20

REVIEW:

"The course was highly engaging and certainly lived up to my expectations. The material was presented in a lively and action orientated way and the exercises contributed to my ability to apply the training in a practical and realistic way. "

