

6 Things you don't know about Communication and Wealth Creation.

Have you been Coaching for awhile?

Done a handful of courses?

Been reading Professional books and feel that you have dedicated your business and professional life to being the "Best Coach" that you could be??

And you are still wondering Why, your Practice is simply not getting traction?

Your Clients are doing ok, they could be doing better and it seems to still be a struggle to get the successful Practice you know you deserve??

Sounds familiar??

I know, because, I used to be where you are.

I had spent a tonne of money and time and effort trying to crack my coaching business and then one day, I discovered something incredible.

You see, I wasn't just a Coach, my previous training as a Homeopath meant that I had extraordinary observation skills honed over many many years of case taking.

All of a sudden.. I started seeing magic happening in my Coaching Practice.

I called my Teacher (also a contributor in my book), and I had him sit in on a session and then he "got it".

You see, I had asked him to sit in on other Coaches sessions so that he could make an unbiased opinion of what was transpiring.

The result of this investigation has taken my Coaching practice into one of the best practices in the world. My business is now built 100 % on Referral – yes, WOM(Word of mouth).

If you want to know what I do and how I do it... Read on...

Of course I will introduce you to this at my Summit Presentation.

6 things you didn't know about....

CREATING GREAT WEALTH AND SUCCESS AS A COACH.
IN A RIDICULOUS AMOUNT OF TIME. (I mean not much time at all.)

I will be revealing more of the secrets to WEALTH AND SUCCESS CREATION AND creating an incredible Coaching Practice in My talk:

Silence: Mastering the Art of Communication for Wealth and success.
You see,.... 93% of Communication is not verbal!!

- 1) **Your client's issues are not revealed through the words that they speak.**
- 2) 93% of the communication that you will be looking at and seeking to understand will be everything except the words, language and conversation that you are "Receiving"
- 3) Learn to look for a "Common Thread" throughout their story.
- 4) **Be a "Detective"**
- 5) Decide and "set UP" IMPOSSIBLE GOALS.
- 6) Do not ASSUME that your Clients WORDS/Language are his/her truth.

Since the subconscious mind is 20,000,000 times (per second) faster at processing information, your clients are more often than not, totally unaware of the issues on hand.

They are Consciously processing 40 environmental stimuli per second ("Biology of Belief" Dr.Lipton).

If this is TRUE and you as the COACH focus on the 40 pieces of information that is being "registered" then you will miss the most massive opportunity to harness 20,000,000 other pieces of information that are being processed in the same second that are invisible to the naked eye.

What the hell does this all mean?

This means, that when you look beyond the words that are being spoken, beyond the communication that is happening and when you have the skill to do this you can triple a client's daily sales (Revenue), in 2 x 30 minute conversations as I just did with a Canadian Client.

To give you an example:

Twelve Months' Worth of Sales in Just Six Weeks...a Retail Success Story

'Jan' had been in business for over five years, operating a high-end fashion retail outlet. But despite the fact she stocked beautiful clothes at an affordable price, Jan's fashion business had never produced an income greater than \$170,000 annually.

"When I approached Rhiannon for help, I was at a loss to understand why my revenue just wasn't growing," says Jan.

Getting to the core of the problem

Sometimes it takes an outsider with a fresh perspective to clearly see what has actually been right in front of your nose all the time. And this is especially pertinent when it comes to self-limiting beliefs.

Rhiannon's hands-on approach to overcoming obstacles in business and personal life through a scope with multiple lenses gave Jan the ability and courage to look within herself and discover exactly what was holding her business back.

You see, Jan had a self-limiting belief that arose from her childhood experiences with money...

...a hugely self-limiting belief that she was projecting onto her customers, via her staff;

Turning the business around

The amazing thing about self-limiting beliefs is that once they are viewed from an impartial perspective, all the emotion behind them, including the fears that make them so powerful, very quickly begin to dissipate.

And for Jan, Rhiannon's unique perspective bought a clarity, a focus and a level of self-understanding which she had never experienced before.

But Rhiannon didn't just stop there. Rhiannon knew she had to help Jan not only change her own mindset, but also stop subconsciously projecting her beliefs onto her staff.

Rhiannon had to find a way to re-train the sales staff...to effectively give them permission to start selling again.

“Rhiannon convinced me to ‘fire’ myself from my role in managing and training staff, ensuring I wasn’t subconsciously transferring my self-limiting beliefs. And then she put a very generous bonus structure in place, so my staff were not only given the freedom to sell...they were actually rewarded and motivated to sell.

“And never in my wildest dreams did I think we would achieve the results that Rhiannon helped me achieve. In short, the results were absolutely mind blowing!”

An outcome Jan could never have imagined

Now that the staff were motivated and rewarded to sell more stock, the business very quickly began to turn around.

Within a matter of weeks, single sales of up to \$1500 were being processed.

And two years later Jan's fashion boutique took \$178,000 in a six week period...which is more than they had taken in the entire previous year.

“Rhiannon’s knowledge of the subconscious and her determination for self-accountability has given me and my business an immense freedom from the things I didn’t even know were holding me back.”

“Rhiannon Rees has not only turned my business around...she’s totally transformed my life.”

See you on the Seminar.. Don't be late..