



Secrets of Champions Listener Notes: Kate Steinbacher Interview

Key Points

- Think bigger than building a practice in order to build a coaching business.
- Collaboration is key to success. Have a clear vision and intention of where you want to go and invite other people to collaborate with you to get there.
- Know that you can make things happen by connecting with people using your strengths, talent, and passion.
- Take what you have and expand on it to build something new.
- Be open to listening to experts, share your expertise, hear the expertise of everyone on your team, but you don't have to be the expert to build a big business.
- Clarity around mission is critical...is your business congruent and aligned with what you are here to do in the world?
- Cash flow is king.
- If you love what you're doing, the time and energy = joy.
- You can't afford NOT to hire help. Think of small steps first. How can we have a relationship together and make something happen? No need to hire employees or just pay cash...Pay by barter, equity, piece of action, piece of what we build once it grows.
- Never look at it just in black and white, it's always in color if you choose to see it that way.

Action Steps to Take NOW

- Talk to people who are up to big things and offer your help and support while seeking opportunities for collaboration. Network and collaborate a LOT!
- Ask yourself: what's next in life? What are my strengths and capabilities, skills and abilities? Ask those closest to you in life, "what is it that I should be doing next?"
- Have 3-5 collaborative conversations based on the question, "what can we make happen?"
- Where do you not love what you're doing? What can you outsource to virtual team members or staff?
- Get rid of fear that you can't afford to hire help. Who do you need to support your business and how can you work together in a creative arrangement?

Links Mentioned

www.coachesconsole.com

www.thecoachingadvantagellc.com

www.mylifecompass.com/console