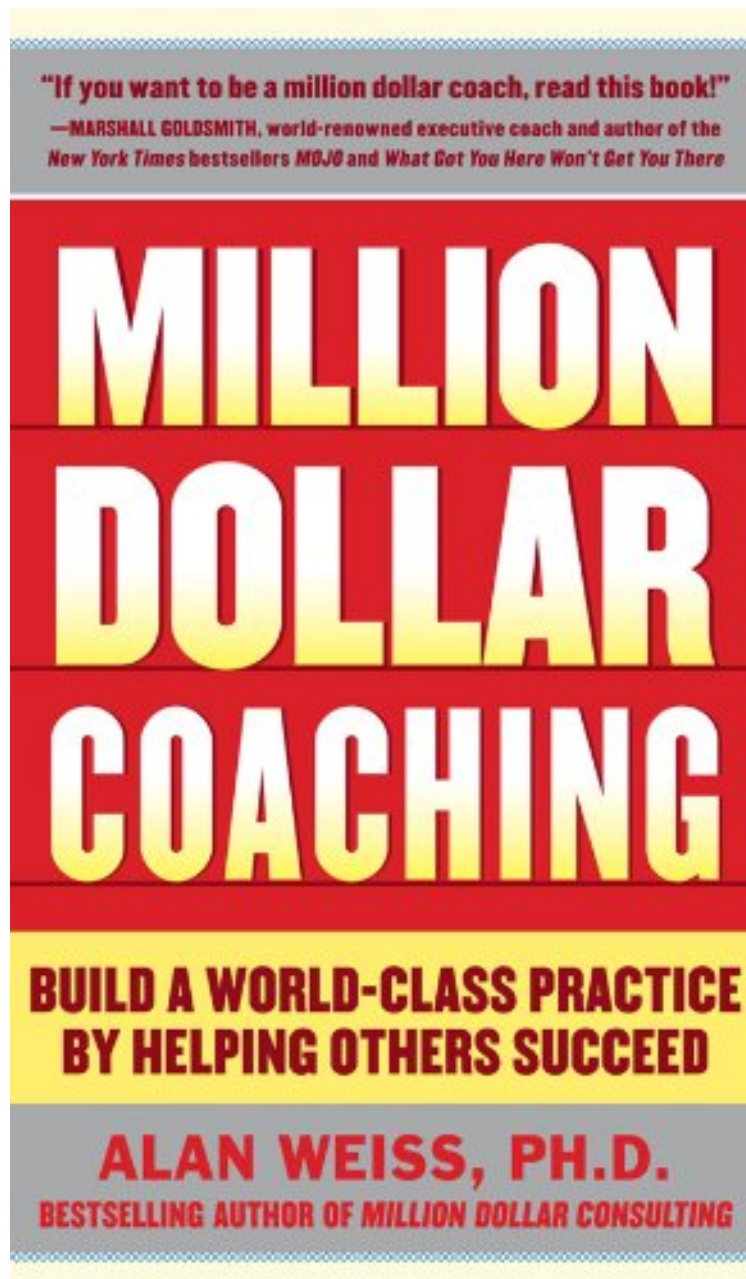


(Free pdf) Million Dollar Coaching: Build a World-Class Practice by Helping Others Succeed (Business Skills and Development)

Million Dollar Coaching: Build a World-Class Practice by Helping Others Succeed (Business Skills and Development)

Alan Weiss

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before purchasing it in order to gauge whether or not it would be worth my time, and all praised Million Dollar Coaching: Build a World-Class Practice by Helping Others Succeed (Business Skills and Development):

1 of 1 people found the following review helpful. Essentially, A Republished and Retitled Version of the Author's Other Books
By Writer/Producer/Director
For the most part, Million Dollar Coaching is identical to the author's Million Dollar Consulting book (and other Alan Weiss' books). The most significant difference is that the author essentially conducted a find-and-replace of the words "consulting" and "consultant" with the words "coaching" and "coach." If you don't own a copy of Million Dollar Consulting, then, yes, this book is definitely a worthwhile purchase. On the other hand, if you own Million Dollar Consulting (or almost any other book by Alan Weiss), 90% or more of the material in this book will just be a repeat of what you've already read within his other books.
0 of 0 people found the following review helpful. Fantastica books for new OR seasoned consultants/coaches
By BJ Van Gundy
Wow! Just wow!
Wish I would have read this book (and his others) years ago. Thank you Alan for your insight and advice.
If you are just starting out in consulting or have been in the field for quite a while... buy Mr. Weiss's books and make yourself more successful!
0 of 0 people found the following review helpful. Executive coaching advice
By B. R. Tew
I haven't finished reading this book yet, but I like his style of writing. It's very pragmatic and action-oriented. He talks about how how to negotiate with the buyer, structure your proposal, caveats for confidentiality, and so forth. He points out that coaching is a form of consulting and you can tell he approaches it that way. His focus on coaching is mainly executive coaching within an organization. He doesn't think coach training or life coaching is worthwhile, but I disagree. People have personal goals as well as professional goals, and many people need help making changes in their lives. So while this book is interesting, it's probably not very applicable to other than business and executive coaching.

Build a million-dollar business in one of today's hottest professions!
Bestselling business author Alan Weiss provides the inside advice you need to build or expand your coaching business--from developing a common language and shared protocol to providing effective and supportive feedback at every level.
Million Dollar Coaching is packed with tips, checklists, resources, and scores of helpful examples, making this the most valuable one-stop tool available for entering the world of professional coaching. Million Dollar Coaching helps you:
Develop trust and assess performance and progress
Provide useful, candid feedback
Use the media to raise your profile
Build long-term client relationships
Create value-based and retainer fees
Develop and promote a strong record of success
Replete with all the information and advice you need, Million Dollar Coaching is the first step to making a million in the competitive field of coaching.