

THE SUCCESS COACH INSTITUTE



16 Hour Certification Course Curriculum



CERTIFIED PROFESSIONAL SUCCESS COACH (CPCS)

©2010 | The Success Coach Institute | AFGOC, Inc. | All rights reserved

Success Coach Institute | 3837 Northdale Blvd. | Suite 328 | Tampa FL 33624

Toll-Free: 1.888.689.1130 x 2 | Fax: 813.960.8080

www.successcoachinstitute.com

SCI Certification Course (CPSC) Overview

The Success Coach Institute's *Certified Professional Success Coach (CPSC)* curriculum is a complete coach training certification course and includes 16 hours of live instruction via tele-web classes (GoToWebinar) over the internet from the comfort of your home or office. Our course provides graduates the tools necessary to feel confident in opening their own coaching practice complimented by the full support of our administration and alumni services.

I) Foundation of Success Coaching

- Introduction, Attendance, Policies & Course Objectives
- The Success Coaching Process
- SCI Code of Ethics

II) Questioning Techniques for The Success Coach

- Types of questioning; Powerful, thought provoking questions
- Tools for Questioning; Resources

III) SCI's *Coach To Success* Professional Coaching System Part I (attached)

IV) Best Business Basics For Success

- Record Keeping
- Confidentiality
- Fundamentals of a Coaching Practice
- Tools of the trade; Forms

V) Building A Successful Coaching Practice

- Niches to grow riches
- Marketing Strategies
- Setting fees
- Networking, opportunities & referrals
- Testimonials
- Certified Success Coaches website

VI) Certification & Course Completion

- Final exam
- Graduation Ceremony
- Certificate of Completion – Certification Document
- Introduction to Master Certified Success Coach program

PLUS ... BONUS ONE-ON-ONE COACHING TO JUMP START YOUR BUSINESS



SCI's **iCoach To Success** Professional Coaching System® integrates a variety of methods and exercises in a simplistic process to offer a solid foundation and tools that insure our students can learn the material quickly and easily, grow personally and professionally, and graduate as a Certified Professional Success Coach.

The process is an eclectic, collaborative approach to coaching; a collage of the most excellent industry research and practicum combined with original concepts. It is presented as a guideline to assist the coach and insure both coach and client are successful. As a Success Coach we must remember it is not about us, it is about the client and the skills you will acquire only assist in this process. This is just the beginning. We trust you will continue your pursuit of excellence in success coaching, seek mastery and make stellar contributions to this remarkable industry.

Let's be inspired together and go on to inspire others so they can realize ultimate long-term success.

***“Coaching is partnering with clients
in a thought-provoking and creative process
that inspires them to maximize
their personal and professional potential.”***

- ICF - International Coach Federation -

¿Coach To Success (Part I) Overview

- I) **Foundation** – Building an infrastructure of success
 - a) Fact Find – client intake forms
 - b) Develop a BIG WHY; clarify mission, purpose and vision.
 - c) Communication modalities identified
 - d) Neuro-Linguistic Programming (NLP)
 - e) Lose the mess for ultimate success
 - f) Design a Circle of Success

- II) **Believe** – Success is a choice; develop skills to “own it” fully
 - a) Building self-esteem and confidence with
iAm, iCan & iWill Affirmations
 - b) Positive Self-Talk; develop empowering beliefs
 - c) Mindset + Motivation = Magic
 - d) Modalities & Tools; Meditation and Visualization Techniques
 - e) Release and recharge

- III) **Plan** – Stepping into success defined
 - a) S.M.A.R.T. Goals System Done R.I.G.H.T.®
 - b) Do the Daily D.A.S.H.®
 - c) Backwards Planning
 - d) Prioritizing made simple
 - e) Decision making

- IV) **Community, Education & Skill Set**
 - a) Defining support systems
 - b) Questions – The Socratic Method Defined
 - c) Accountability, Mentors, Coaches and Masterminds

Coach To Success Overview, continued

- V) **Being** – Creating a new vibration
 - a) Inner work – A State of Grace
 - b) Develop an Attitude of Gratitude
 - c) Journals
 - d) Intuition and Introspection

- VI) **Celebration** – Consistently feeling successful
 - a) Say YES to Success daily
 - b) Instilling acts of confidence
 - c) Success Log – Self Recognition
 - d) Feed Forward from Feedback
 - e) Loving reflections
 - f) Celebrate Accomplishments & Successes

- VII) **Outcomes** – Making a new mark (Part II Taught In Mastery)
 - a) Reflection techniques
 - b) Re-assessment
 - c) Accepting new standards, making new marks,
and making the shift to Mastery

- VIII) **Mastery** – Traits of Ultimate Success (Part II Taught In Mastery)
 - a) Owing Unique Gifts
 - b) Maximizing Potential
 - c) Mastery

SCI expands this system in Part II and in greater depth and detail for certification as a Master Certified Success Coach (MCSC). The journey has just begun ... Thank you for allowing SCI to be a part of yours.

BE YOUR BEST SUCCESS™