



Integrated Wealth Resources
systems for abundant living

Wealth Coaching Services

What is Wealth Coaching?

Coaches, in general, are people developers. They don't tell their clients what to do; they ask questions and work with the client to focus on maximizing potential and help their clients succeed in their lives. This is an essential perspective of Wealth Coaching; it combines the best practices of life and business coaching helping the individual entrepreneur or business owner create both a high Quality of Life and the income to pay for it.

You have everything you need within you to become wealthy. I'll be the mirror to help you look inside yourself, uncover your wealth potential, identify your goals and create an action plan to successfully create wealth in all areas of your life.

Who uses a Wealth Coach?

Small business owners, entrepreneurs or people wanting to take on a more entrepreneurial approach to life and generating income, and others looking for more contentment in life. Basically anyone who is interested in achieving a creative synergy of personal, business, and financial objectives and is ready to take action.

People typically come to a coach for one of two reasons: the need to survive or the need to thrive.

Distressed people want a coach to help get them out of a jam. There is no shame or embarrassment in this: surviving is a part of the journey towards thriving. We all have to start somewhere and we all get stuck sometime.

Inspired people want a coach to help them take things to the next level. These are people that have achieved various levels of success in their life and need a trained third party opinion to help break through to the peak of their potential.

The entry point for coaching is usually a particular area where the individual or their business is stuck or underperforming. The client may need help with setting goals, getting motivated to change, help with choosing a new career or business or any number of other challenges. But the coaching relationship, once initiated, invariably moves beyond the initial need and naturally evolves into the broader objectives of creating a holistic approach to wealth and wellbeing in life.

Programs

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There are two programs that I use with my coaching clients. These Programs are starting points and are not cast in concrete. I will always work towards whatever the client needs most or is looking to achieve. Schedules and specific goals will be determined once we agree to proceed.

Mental Wealth Check Up

This coaching focuses on you, what you want out of life, creating passion and purpose in everything you do and how to develop a unique value proposition to get whatever you want most. Some of the topics we will cover include:

- What Quality of Life really means to you
- Your relationship to money
- Understanding your wealth potential: how you can best align personal fulfillment with financial prosperity
- Applying Your Unique Value Proposition - creating Quality of Life income

Use this program if you want to:

- Identify and prioritize the most important things in your life
- Gain understanding about your wealth consciousness and what to change to get what you desire
- Be fully prepared to talk with your financial advisor about what you want from your financial future ... and from *them!*
- Identify and replace self-limiting beliefs with empowering beliefs

Entrepreneur Start Up

This coaching focuses on however it is that you currently - or wish to - generate income. You need to make sure it is the right kind of business or income streams and consistent with the type of lifestyle you want the most. This is especially useful for new entrepreneurs or those considering the plunge into starting their own company.

Some of the topics in this program include:

- The true nature of wealth and what's most important in your life
- Figuring out your strengths and passions and where they will matter most
- Creating Value: Applying your wealth potential to your business
- Creating Value: Applying your wealth potential to investing



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- Simple approaches to innovation and creativity that you can apply to change your life or business

Use this program if you want to:

- Verify that your role in your current business or job is the right one, and what to change if these are out of alignment
- Uncover dozens of opportunities for additional income, whether you work for yourself, have a small business or are retired
- Learn to use systems and tools to continue to make progress towards wealth and wellbeing on your own
- How to apply your niche expertise in anything to generate income

Costs

The basic cost for coaching is \$150/hr. 6 hour blocks of coaching (paid in advance) are at a reduced rate of \$130/hr.

How do I start the Wealth Coaching process?

Once you sign up, I will provide you with a questionnaire to fill out. This will give me a snapshot of your life, work, dreams and other important criteria regarding your overall quality of life. After you return this to me and we can both agree that you will benefit from my services, we will schedule a Discovery session, the initial consultation that forms the foundation of our work to follow. Then we can decide what kind of schedule would work best for you.

How long does personal Wealth Coaching take?

I prefer that clients make at least a two month commitment to the coaching to give it a full chance to demonstrate its effectiveness. This will involve anywhere from 4 to 8 hours of coaching depending on your situation. This is not only a financial commitment but a psychological one as well. Therefore, your coaching might last two months or it may continue on for much longer. The defining criteria will be your realizing value through our relationship and the continued success in achieving our coaching objectives. You will know when it is time to end.



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Do you offer any kind of Guarantees?

You will of course get out of this what you put into it; I can only guide you. If for any reason after our first coaching session (but before our second session) you don't feel like you are receiving adequate value from my services, I will refund your money. I only ask that you provide me with a brief written explanation of your reasons so I can better improve my service in the future.

Contact

Contact Mark via email at mark@markrafter.com or via the additional information at the bottom of this page.