

STEP INTO THE SPOTLIGHT

GET KNOWN, ATTRACT CLIENTS *Academy*

Thriving as a Coach and Change Maker
in the
Step into the Spotlight
Get Known Attract Clients Academy

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It's not all about the *money*.

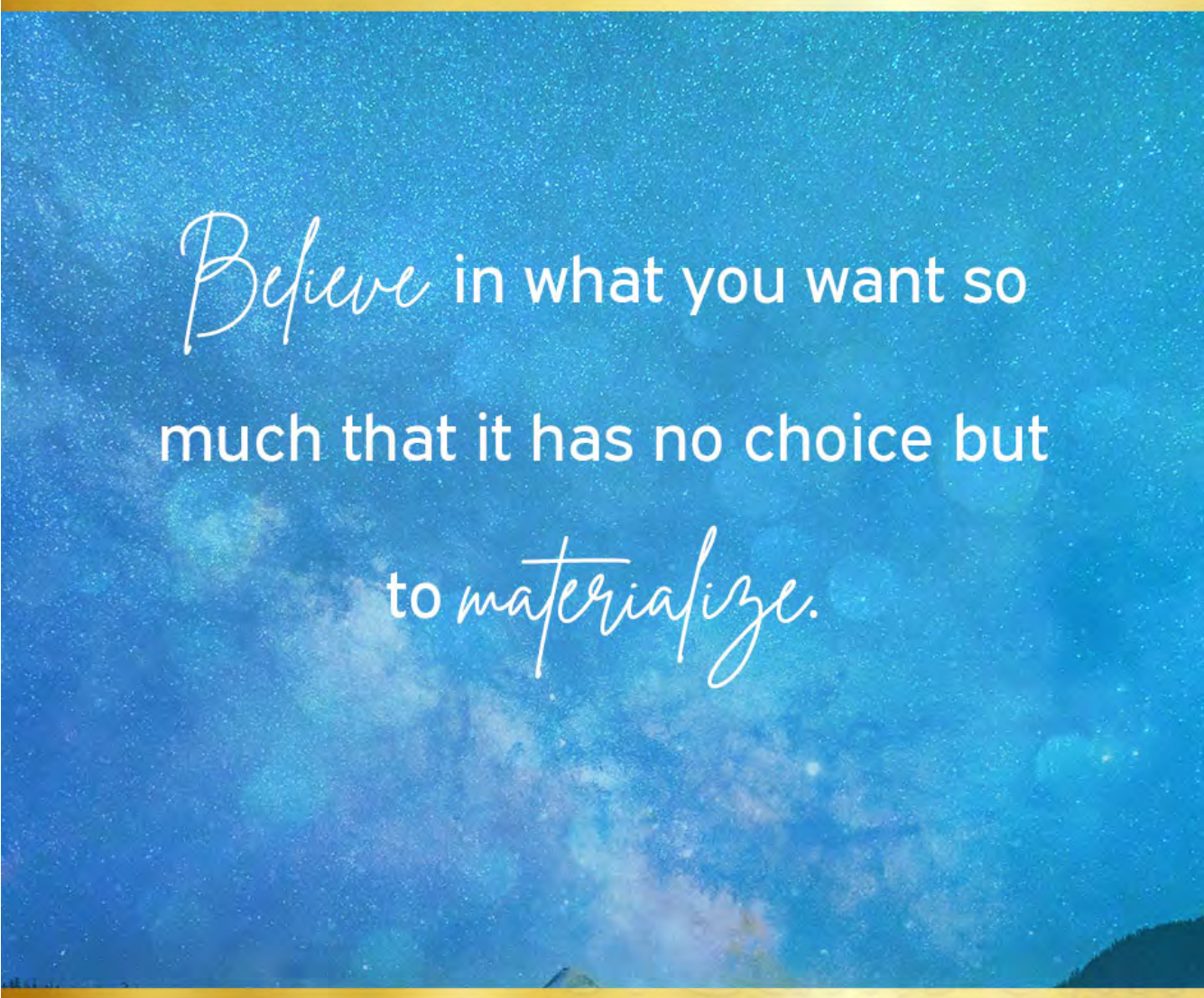
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**I AM MAGNETIC
TO PEOPLE, IDEAS,
OPPORTUNITIES
AND EVENTS**

Vanessa Talbot
Radiance & Influence for Coaches and Change Makers

Measure your success in terms other than monetary ones. A fixation on the cash, and the need to get clients will stop you 'seeing' the breakthrough that will transform your business and life. It freezes you into looking only for that one route. Reality is, opportunities are being presented to you every day, you need your eyes and mind open to see them.

Believe it's possible .



Believe in what you want so
much that it has no choice but
to *materialize*.

"For those who believe, no proof is necessary. For those who don't believe, no proof is possible."

"Whether you think you can, or think you can't ... you're right."

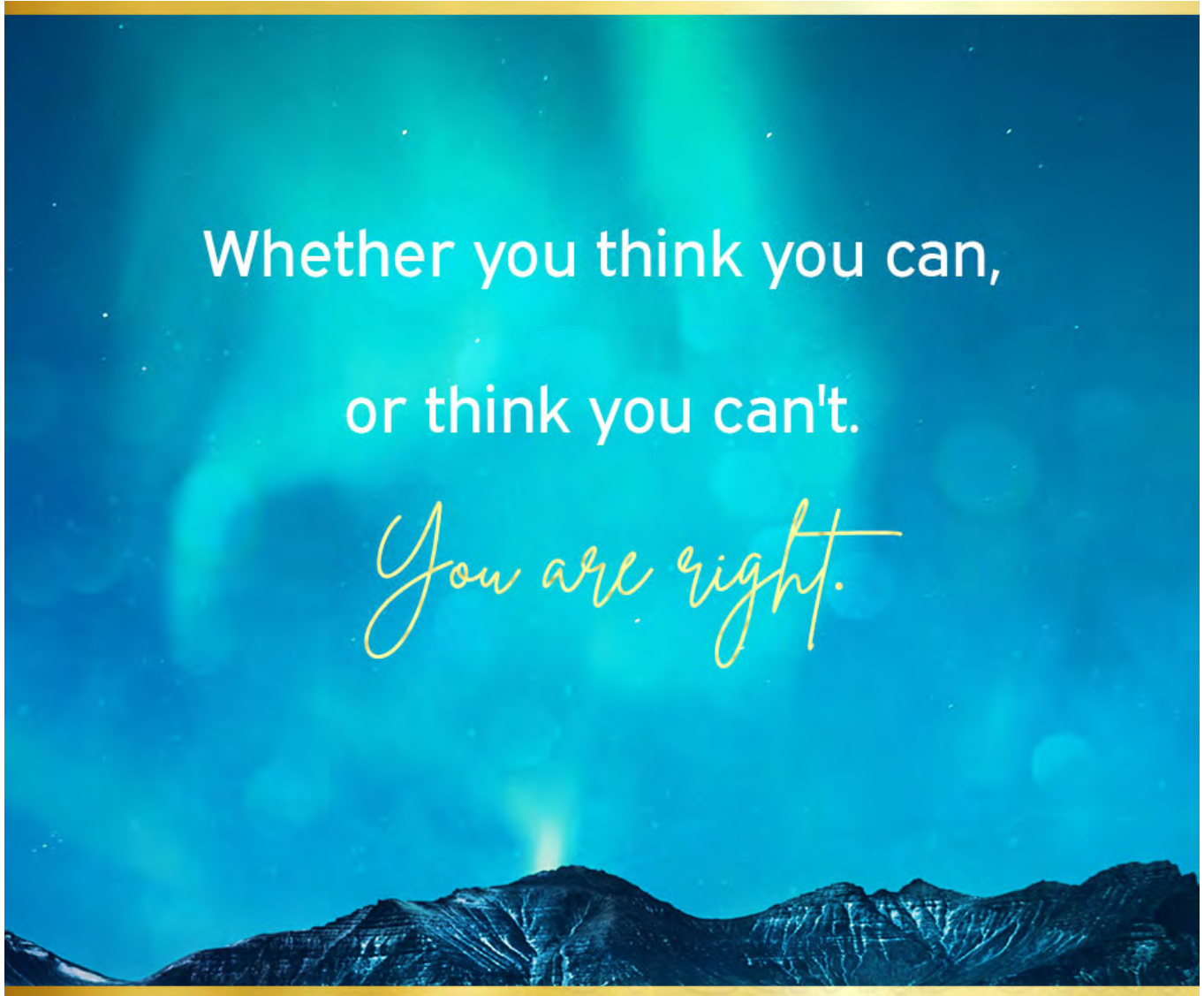
When you really believe it's possible for you, you start being who you need to be, and in that place, you start doing what you need to do to make it happen.

Belief is your ignition switch. Without becoming a true believer in your endless possibilities, you can't possibly get started.

When you believe, make a habit of asking the question "If this is possible, what do I need to do next?" When you believe, you'll always have an answer.

If you don't, you'll be met with confusion, overwhelm, and inaction.

Dump your *Emotional Baggage*.



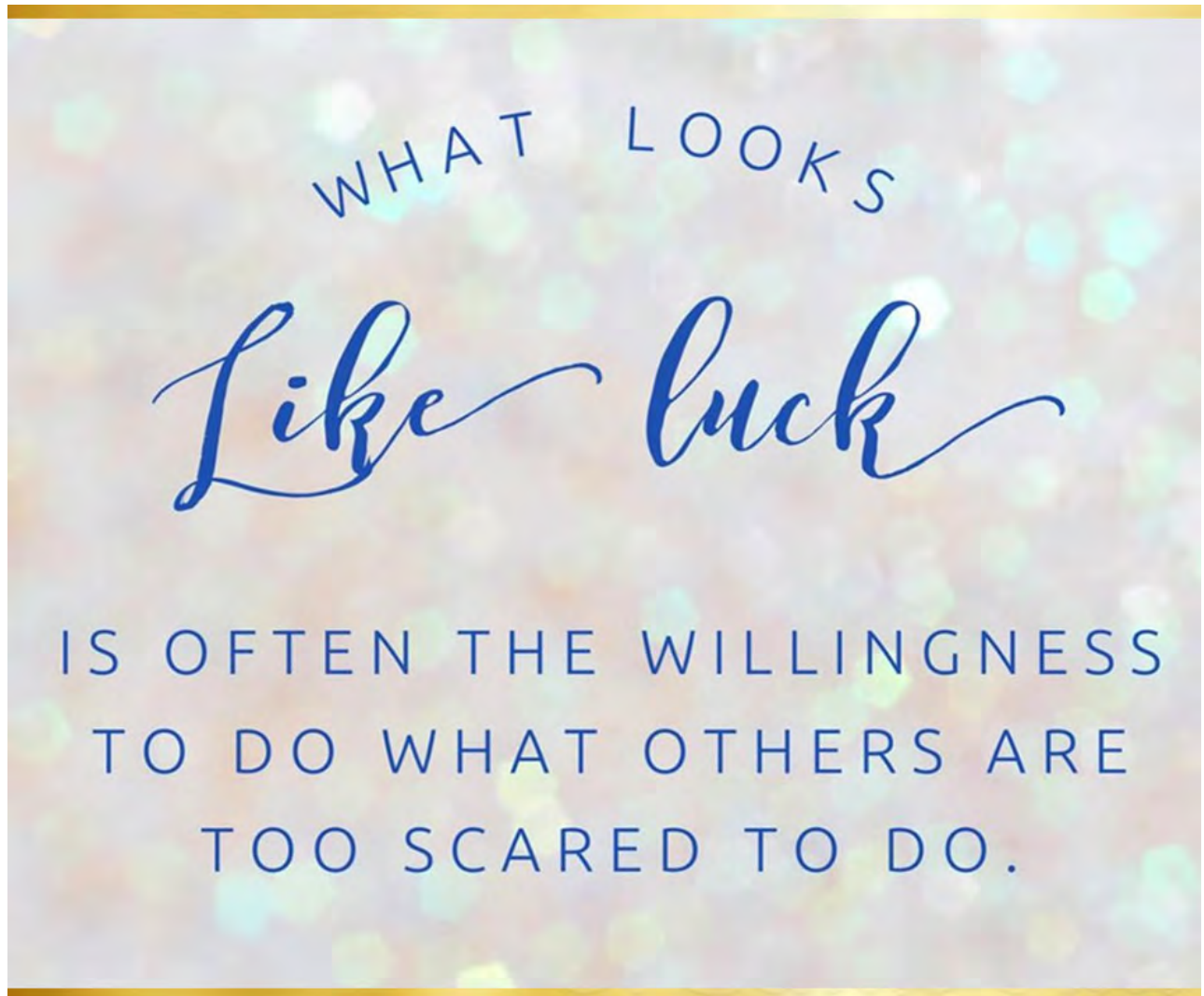
Your most powerful business tool is your mind.

It will make your coaching and change making business, or it will break it. You have no one else but your mind to blame if things don't fire for you.

Your mind and emotions are energy, and you know how energy works. It attracts.

If your energy is unwavering, unsure, confused, overwhelmed, scared, you will attract that in return. It's near on impossible to attract clients in that space. Allow your belief to fuel your mind and your energy. You'll notice a huge shift in the way you approach your business, and in the opportunities that come to you.

Feel the fear and *do it anyway.*



You will face fears. You will be out of your comfort zone.
It's not about dispelling these fears or waiting for the fears to go.
It's about feel the fears, and doing it anyway.

For every action we ask you to do, and a fear comes up about it always ask
"so what?"

You will discover that the consequence of taking any of the actions in the Spotlight Academy, will never be as bad as your fear tells you. Never.

Sometimes you'll stuff up.
You'll miss some of your shots (aims and goals).
You're going to win some, lose some.
But here's something you really need to know
You'll miss 100% of the shots you don't take.

5

Anchor your *abundance*.

SPOTLIGHT
COACHES
& CHANGEMAKERS

You are limitless

In an abundance mindset you truly believe there is enough for everyone...
most of all yourself.

Competition, what others are doing, the need for the next shiny object
become irrelevant. They cease to exist.

It will grow your business. At the very least, you'll always be happy.

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Surround yourself with an orbit of your idea of *success*.

It's not enough to admire the
success of others who achieve
what you want to.

You must ask

"How?"

Mix and mingle with people 1 step to 1000's of steps ahead of you.
Never be intimidated by others who have success in the way you hope for it.
Learn from them.

Stay strong with your peer group and support one another.
Raising others and helping others to shine, enables you to shine.

Have the *boldness* to dare to make mistakes.

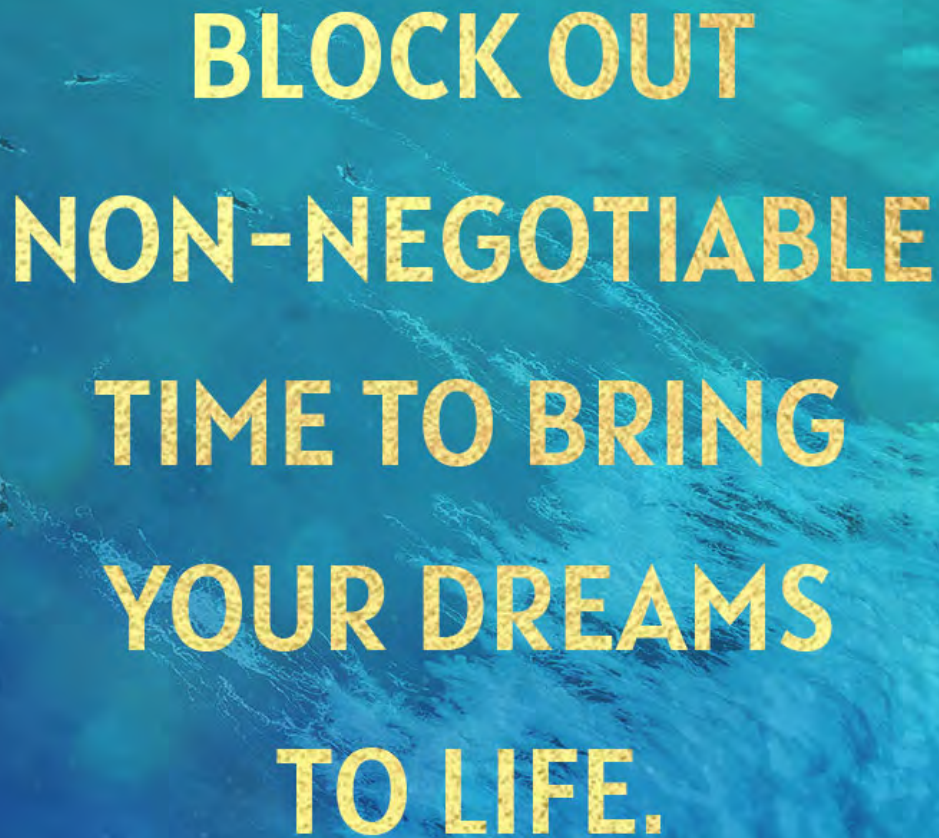
HAVE THE
BOLDNESS
TO KEEP
MAKING
MISTAKES.

If you are trying for everything to be perfect, or waiting for the time to be right, ... it will never be perfect and never be the right time.

The time is NOW.

You should never expect to get it right the first time. And you will do a lot of first times in the Academy. You'll make mistakes. But each mistake you will discover how you can do it better next time.

Make the time to bring your *dreams alive.*



**BLOCK OUT
NON-NEGOTIABLE
TIME TO BRING
YOUR DREAMS
TO LIFE.**

Your dreams need focus and attention given to them.

Focus and attention is love.

If something doesn't get love ... it can't thrive. Science tells us that.

So create the time for your coaching and change making dreams to come true.

And that requires planning and structure.

You'll mix this with flow. It's heaven and earth. Structure and flow. And in that place of one foot in both spaces, your business will make headway through exploration and adventure, mixed with the root for growth of grounding.

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Know your *one thing*.

If it's too hard to
explain it simply,
then you don't
understand
it well enough

Your ONE Thing
#GETKNOWNCHALLENGE

It's the essential foundational Magic key to building an audience, attracting clients, and thriving as a coach and change maker.

If you are confused about your message, what you offer, how you are of help to others They are going to be confused too.

When you decide, fix and stay true to your One Thing, everything else begins to fall into place. Most of all your marketing.

10

Leverage you.

IGNITING YOUR
OWN LIGHT,
ENCOURAGES
OTHERS TO
SHINE.

There are 3 things to leverage: your time, your knowledge, and the knowledge of others.

You can't know it all, or do it all.

So stop trying.

When you allow yourself the freedom to do what you do best, and leave the rest to others to do what they can do best for you, you'll find your zone of genius will spark the way for you.

Work on the *business* not in it.



Most businesses fail because the business owners worked too much!

Busy doesn't mean results. It often means burned out and not time for self and all you love.

When you work on your business, it allows time to look for innovations, unlike when you are stuck to a long list of to-do tasks.

Learn how to prioritise, and delegate.

Reserve time for revitalisation.

Craft time to dream and plan.

Then decide who does the actions.

Some actions and tasks will be yours to do. Creating clients, building relationships, and serving deeply existing clients should be in your growth stage your most precious and loved activities. Let your joy show in what you do.

The rest of the 'to do' list should be delegated elsewhere. Leaving you time to create, shine and attract.

12

Consistency counts.

CONSISTENCY
IS THE KEY TO BECOMING
SOUGHT AFTER FOR
YOUR BRILLIANCE.

You need to be consistent.

In your actions.

In your belief.

In making the time to create your dreams.

In showing up.

In dumping your baggage.

In your delegation.

In caring for you.

In your attention.

In being who you truly are and need to be.

It's your time to Shine.