

REGISTRATION FORM

Coach Week, Thursday 28 May 2009 - The Oaks, 480 Collins Street, Melbourne 3000

Bookings are essential. CLOSING DATE FRIDAY 22ND MAY 2009.

DELEGATE INFORMATION

Title Given Name Family Name

Position

Organisation

Street Address

Suburb/Town Postcode

Telephone Fax

Mobile Email

ICFV Member Yes No

REGISTRATION SAVE TIME - REGISTER ONLINE AT <http://www.icfaustralasia.com/VICCW.php>



EARLY BIRD (payment received BEFORE Friday 1 May 2009)

Full day event (payment received ON OR AFTER Friday 1 May 2009)

ICFV MEMBER

\$125.00

\$225.00

Total Payment \$ _____

NON MEMBER

\$195.00

\$295.00

\$ _____

• Bookings are essential and payment must be received by 22 May 2009. No cash payments can be accepted on the day.

PAYMENT OPTIONS

Book online at <http://www.icfaustralasia.com/VICCW.php> OR mail to ICF Australasia Inc, PO Box 7151 Kariong NSW 2250

Please charge a total of \$ to: Mastercard Visa

Card Number _____

Expiry date ____ / ____ Card holder name

OR Enclosed is a cheque for total \$ made payable to: ICF Australasia Inc

EVENT IN BRIEF

- How to develop real expertise and sell your expertise to the market
- How to get to work on the '09 key sales strategies for coaches
- How to develop one idea into multiple levels of opportunities, products and services
- How to establish and access a network of professional resources – You don't have to do this alone!
- Which tools and techniques assist individuals and businesses to get more from doing less
- How coaches can stand out above their competitors and get clients easily
- Why being conservative during an economic downturn is a huge mistake
- How your approach to the business of winning clients will directly determine your overall success in business

PERSONAL SUSTAINABILITY

COACH WEEK 09

COACHING DIVERSITY
CONTRIBUTING TO PERSONAL AND GLOBAL CHANGE

THURSDAY 28 MAY

Spend a day with

INSPIRATIONAL SPEAKERS

Brad Tonini | Noel Posus | Paul Anderson | Darren Stephens | Paul McCarthy



BOOKINGS CLOSE
22 MAY
EARLY BIRD CLOSING
1 MAY



ADVANCING THE ART, SCIENCE AND PRACTICE OF PROFESSIONAL COACHING

OVERVIEW OF COACH WEEK VICTORIA

The theme for our event this year is around Personal Sustainability.

- How can we continue to grow our businesses despite the current economic downturn?
- What can we do to keep going; to work smarter not harder?
- To get more from less?
- To sell our ideas and expertise rather than our time?

Join us for a day of personal, professional and business development and walk away with a coaching product that you will design during the course of the day. This event will show even the best of coaching businesses how they can reach the next level of success.

The Victorian Chapter are delighted to present one of the most highly talented line up of international professional speakers! Each of the 5 speakers run successful businesses and provide coaching as one of their offerings. The opportunity to spend a day with just one of these speakers would be an incredible good use of your time; the opportunity to spend a day with all 5 speakers is priceless. Seats are limited. Book early to avoid disappointment.

SAVE \$100 by booking before 1 MAY '09

FULL DAY PROGRAMME

Thursday 28 May 8.45am - 5pm

The Oaks, 480 Collins Street, Melbourne 3000

TIME	PROGRAMME
8.30	Registrations Open
8.45	Welcome and Overview
9.00	Brad Tonini <i>How great coaches sell in challenging times</i>
10.20	Morning Tea
10.40	Noel Posus <i>How one product can create multiple income streams</i>
12.00	Paul Anderson <i>Lean thinking, what it is and how we can apply it to ourselves</i>
12.45	Lunch
1.45	Darren Stephens <i>The ultimate money-making system for coaches</i>
3.15	Afternoon Tea
3.30	Paul McCarthy <i>How to avoid the survival trap</i>
5.00	Close

ABOUT THE SPEAKERS AND THE SESSIONS



BRAD TONINI

Brad Tonini has had over 12 years experience running his own businesses. NGT Executive Diaries is one of Australia's leading Diary / Organiser companies whilst Tonini Business Coaches runs workshops on Time Management and Entrepreneurship. Brad also writes monthly newsletters and delivers many keynote presentations at conferences each year on business building strategies. Brad is the publisher of the highly practical and successful newsletter "Time Management" and has written two books "Time for Life" and "Make it Happen NOW!".

SESSION 1: BRAD TONINI

HOW GREAT COACHES SELL IN CHALLENGING TIMES

More than ever, we need to know how to sell our professional services. The time for "order takers" has gone and now its time for real selling, to build opportunities and to position yourself for success.

1. How to develop real expertise.
2. How to sell your expertise to the market.
3. How to get to work on the 09 key sales strategies for coaches.



NOEL POSUS

Noel Posus is one of the world's most successful coaches and is a leader in the coaching profession here in Australia. With nearly 20 years experience in many different formats of coaching, including life, business, executive and specialty areas such as legal, medical, conflict negotiation and academic, Noel is a highly sought after speaker and educator for the coaching industry. He is also the co-founder and director of askacoach.com, an online coaching resource centre which is making life coaching affordable and accessible to everyone, everywhere.

SESSION 2: NOEL POSUS

HOW ONE PRODUCT CAN CREATE MULTIPLE INCOME STREAMS

Any single idea can turn into something bigger. Starting with a simple top ten list can be turned into an ebook, teleclasses, ecourses, a coaching programme and a live workshop event...and more.

1. How to develop one idea into multiple levels of opportunities, products and services.
2. Creating a Multiple Streams of Income Development Plan.
3. How to establish and access a network of professional resources
— You don't have to do this alone!



PAUL ANDERSON

Paul has over 25 years experience assisting companies to effect continuous improvement through the practical application of the strategies, principles and philosophies of Lean Theory of Constraints and Total Quality Management. A former Chartered Accountant and Financial Director, Paul explains how interventions such as coaching and ongoing mentoring can be used to create world class competitiveness in business.

SESSION 3: PAUL ANDERSON

LEAN THINKING AND HOW WE CAN APPLY IT TO OURSELVES

Lean Thinking is a continuous improvement methodology for eliminating waste. Its primary objective is to make value flow by working smarter not harder. This presentation will provide an overview as to what the philosophy, tools and techniques of Lean are about and give some insights into how you may be able to use it to enhance your personal or organisational productivity whilst delivering greater customer value.

1. How Lean Tools and techniques assist individuals and businesses to get more from doing less.
2. How to create Ideas to eliminate waste.
3. The importance of engaging and empowering People in the process of change.



DARREN STEPHENS

Darren is a self-made multi-millionaire and is seasoned business executive entrepreneur, growth strategist, author & consultant. Darren is the founder and international chairman of 3 of worlds most respected & leading brands; Mars Venus Coaching, Global Publishing Group, and the Successful Growth Strategies. He is the author of 7 best-selling books and was the marketing genius behind developing the expansion of the Men are from Mars series of books, taking it to 150 countries, including 54 translations and over a Billion dollars in sales. For more than 20 years, Darren has taught internationally, speaking to and motivating thousands of people in over 25 countries on how to create business, personal and financial success.

SESSION 4: DARREN STEPHENS

THE ULTIMATE MONEY-MAKING SYSTEM FOR COACHES

How to Increase your profile as a coach and to attract more clients as a bestselling author.

1. How coaches can stand out above their competitors.
2. How to get clients easily.
3. How to build a coaching practice and receive twice as much as everyone else.



PAUL MCCARTHY

Growing up on the rough and tumble streets of West Heidelberg Paul McCarthy has moved from welfare to wealth. Today, Paul is an award winning international speaker, acclaimed author and creator of more than 20 audio programs and books. Paul is widely recognised as one of Australia's most successful business coaches and marketing specialists. Paul's coaching advice has helped his clients to add literally millions of dollars to their bottom line and in his trade mark high energy way, he will show you how you can do the same in your coaching business.

SESSION 5: PAUL MCCARTHY

HOW TO AVOID THE SURVIVAL TRAP

The great challenge facing every business in 2009 will be how to maintain a profitable and vibrant business despite the impacts of the global financial situation. This powerful presentation is designed to assist and equip you with essential strategies for success in a tough market place.

1. Why being conservative during an economic downturn is a huge mistake.
2. Why you need to use marketing to build profits.
3. How your approach to the business of winning clients will directly determine your overall success in business.