

The Coaching Partnership



Anne Marshall

bringing wellness to life

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You cannot teach a man anything.
You can only help him discover it within himself.

Galileo

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Welcome

Have you ever wondered why exactly it is that so many of the fine plans, goals and resolutions we make each year come crashing down around us within just a few months of being made. What happens to those genuine desires to do what we know will make us happier, healthier and more successful?

One of the reasons for failure is that we were never taught how our minds work. We were never shown how to really identify and then achieve what matters to us. We were never shown that there are in fact easy and effective ways to stop unwanted habits, or release unhelpful patterns in our behaviour rather than trying to struggle with will power alone.

If you chose to work with me as your Coach I will help you to master these skills and achieve a new and more satisfying level of understanding, performance and flexibility both in your professional and your personal life. I will help you discover your personal best, to clarify where you are now compared to where you might want to be in the future and most important of all work out the easiest way of getting there.

As we work together I will help and encourage you to open your mind to new possibilities and of course, the more you work on yourself on the inside, the more benefits you'll see on the outside.

First of all though, you need to decided if you want to work with a coach at all.

Then you need to be sure that I am the right coach for you.

So please hold these two questions in mind as you read through these pages and if you think that your answers are yes, then I invite you to get in touch and book a free half hour complimentary coaching session, so that you can be really sure.

Until then, please enjoy the pages that follow.

A handwritten signature in blue ink that reads "Anne". The signature is written in a cursive, flowing style.

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What is coaching anyway?

Coaching is all about making a commitment to improve the quality of your life and as your coach I will provide you with protected time you need for reflection, for discovering, and then talking about what is really important to you. Then I'll work alongside you whilst you put the action steps in place to achieve the outcomes that will make a real difference to you.

Unlike counselling, coaching is not about de-constructing problems in your life, but rather about constructing solutions. It's a highly solution focused process with far more emphasis on where you want to 'go to' than on where you have 'come from'.

After all, making improvements in your overall wellbeing takes time and energy and it can be really helpful to work alongside someone supportive and totally on your side whilst you create the enthusiasm and motivation needed to raise your level of clarity, or focus, achieve an important goal, or find a new balance in your life.

Here are just some of the benefits that clients regularly report

- Discovering what they value most and why
- Creating enthusiasm and momentum for precious change
- Enjoying greater balance and contentment in life
- Raising motivation and achieving more, than could easily be done alone

I normally suggest that we work together for a minimum of three months because this time period is short enough to create a sense of 'urgency' but long enough to allow sustained and measurable change to occur. It also allows us enough time for meaningful follow up after each session. In practice however this time period may turn out to be longer or shorter depending on your needs.

Most people prefer to [work with me by phone](#). This option gives you great flexibility as well as email support in-between sessions.

If you would like a more relaxed approach and enjoy writing down your thoughts and feelings, then [online coaching](#), or email coaching may be your best option.

Finally if you live near **Axminster in Devon**, or **Lyme Regis in Dorset**, face to face meetings can be arranged.

Each indecision brings its own delays and days are lost lamenting over lost days... What you can do or think you can do, begin it. For boldness has magic, power and genius in it.

Johann Wolfgang von Goethe, 1749-1832

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What I do as a Coach

- Listen to you openly and unconditionally
- Hold you accountable for what you tell me you want
- Ask solutions focused questions to help you move forward
- Reflect and mirror back to you
- With your permission, offer signposts for further learning or useful resources
- Create a 'space' where change can happen more easily
- Believe in you

What I don't do as a Coach

- Diagnose, or treat anything
- Solve your problems for you
- Do your work for you
- "Fix" you

What I ask of you:

- To tell the truth both to me and to yourself
- Be willing to stretch yourself
- Come to sessions on time (unless we are working by email)
- Let me know how you would most like me to work with you
- Be open to new ideas
- To commit to follow through on any action points that we have agreed.
- Tell me if something isn't working for you

Don't judge each day by the harvest you reap,
but by the seeds you plant.

Robert Louis Stevenson

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Are you ready to be coached?

Whilst it's true to say that everyone can benefit from coaching, it's also true that not everyone is ready to be coached. It's also the case that at times other forms of help and support may be more appropriate such as counseling, training, or consulting a professional advisor. To help you discover if coaching is right for you at this particular time in your life, try asking yourself the following questions:

INSTRUCTIONS:

Circle the number which comes closest to representing how true each statement is for you right now. Then use the key on the next page to give yourself a score.

The idea of this basic tool is to simply give you an initial idea if this is the right time in your life for you to hire a coach. Let me know how you get on and we can discuss your results together.

Agree Disagree

- 5 4 3 2 1 I would value the unconditional support of a coach.
- 5 4 3 2 1 I am ready to invest the time, money and commitment to moving myself into a better situation, or to achieving a particular goal.
- 5 4 3 2 1 I am willing to address the issues, or work on the beliefs or circumstances that might be holding me back?
- 5 4 3 2 1 I am open to both giving and receiving feedback.
- 5 4 3 2 1 I accept responsibility for my actions and will not expect my Coach to "fix" me
- 5 4 3 2 1 I am prepared to complete agreed actions in between sessions.
- 5 4 3 2 1 I have adequate funds to pay for coaching.
- 5 4 3 2 1 I am willing to attend on time and keep in touch with my coach.
- 5 4 3 2 1 I consider the coaching process as an investment in myself. I view it as a long-term approach to creating positive changes in my life, I am not looking for a quick fix.
- 5 4 3 2 1 I am prepared to ask for what I want from my coach

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YOUR SCORE:

10- 20 - This is not the right time for me to be coached

21- 30 – I should clarify what I really want to get out of this before going ahead

31-40 – Having the support of a coach would be of benefit

41- 50 – This is an excellent time to be coached. You can ask a lot of your Coach and a lot of yourself too!

If you agree with most of these statements, then you are probably ready to work with your Coach but follow your gut instinct on this one and if you haven't already done so, give yourself the gift of a [complimentary coaching session](#).

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A simple exercise to start with

To begin with I would like to suggest that you take a pen and paper and set aside ten minutes as soon as possible to brainstorm anything and everything you would like to achieve from working with a coach.

Try this

Don't get caught up on any obstacles along the way, just let your ideas flow without judgment. Do it now if you can.

Now take a look at what you have written.

What 3 things are you totally committed to achieving for yourself (however big or small)

- 1.
- 2.
- 3.

What has been stopping you from having these things in your life so far?

Now, consider how you would most like me to be of help as your Coach, for example:

- helping you think more clearly
- gain motivation
- stay on track for a given goal,
- give you a structure to work within
- share the journey with you
- or just be here to listen.

In what way can I best be of help?

Once you have finished this simple exercise, please email your thoughts back to me [by email](#)

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Some further questions for your consideration:

If you have decided that you would like to go ahead then here are some questions which you might find helpful to reflect upon, just to help focus your thoughts.

- What do you want to make sure you get from the Coaching relationship?

- What are the present circumstances that you would like to change in some way or what new goal do you wish to reach for yourself?

- What action steps have you taken so far and what stopped you from doing more?

- How do you feel about working on things that will improve your self-esteem and self-growth?

- In the following areas what are your short (1-3 months), medium (6-12 months) and long-term goals (1-2 years) in the following areas?
 - Physical / Health
 - Career / Work
 - Family / Home life
 - Financial
 - Social / Community
 - Mental/ Spiritual

The idea of these questions is simply to stimulate some thoughts and feelings, or perhaps to help you clarify some specific goals or challenges and to give us some material to begin to work with for our first session.

Have fun and enjoy the process!

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Is email coaching for you?

Some people think best by writing things down and taking the time to reflect on what they want to say. I'm one of them, you may be too, and if you are then email-coaching may be the ideal way for you to enjoy all the benefits of the skilled companionship of a personal coach but without any of the pressure of telephone or face to face coaching.



Of course, it depends to some extent on what you would like to be coached on but all coaching conversations tend to be a process of easing you through a transition, usually taking you from something you want to move away from and towards something all together more fulfilling and satisfying.

If you have never heard of e-coaching before, then you will probably be wondering how it works and if it would be of value to you?

To find out, begin by asking yourself these three simple questions:

1. Firstly, ask yourself what is it that you would like some help with? This usually involves a change of one sort or another, such as readjusting to a major life transition or perhaps support and encouragement whilst you achieve a particularly challenging goal.
2. Ask yourself if you would like some support and encouragement along the way? If you are lacking in motivation, feeling low on energy, focus or even the necessary clarity about what to do next then the focused skills of coaching together with the unconditional support of a Coach will be well worth considering.
3. Finally, ask yourself, when would you be willing to start? This may sound like a silly question but you would probably be amazed at the number of people I come across in my Coaching practice who want to be seen to be working with a Coach but who aren't really prepared to do the work needed for change. At the end of the day coaching will only 'work' if you do and the amount that you will achieve, change, or discover about yourself is really down to you.

If your answers to these three questions leave you thinking that e-coaching is for you, then the next step is to choose your Coach carefully. Ask to be offered a free sample session so that you can ask any questions you may have and be sure you like your Coaches style before making a commitment. This free introductory session also gives you the chance to discuss payment options and discuss with your Coach how you would like them to work with you over the coming months.

Take your time choosing your Coach and never, never feel pressured to sign up on the spot, or over commit yourself.

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Getting started with email coaching is easy

1. Send me an email and share your challenges with me.
2. Or if you prefer (and you live in the UK) request a call-back to speak to me in person.

I will get back to you with a full information pack and an invitation to sample an e-coaching session, so that you can be sure this is the right form of coaching for you.

What to include in your email to me:

You are welcome to write as much as you want in each email and of course it is important to give me as much information as I need to be able to answer you fully.

Take your time to write about what is important to you, your challenges, your concerns, what would make you happier, healthier or more fulfilled. Tell me what you would like to achieve and how you envision me being of help.

My email response to you will include:

- Comments of the issues you raise
- Suggestions to help you find your own solutions and move forward.
- Suggested coaching exercises where appropriate.
- You can expect to hear from me at least 2-3 times a week depending on how often you would like to keep in touch.

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Telephone Coaching

Just as with webcam appointments, phone appointments, offer an ideal solution for busy people who prefer the advantages of having a consultation without having to leave home or the office.

Key benefits:

- There is no need to take precious time off work or arrange for childcare.
- Your consultation can take place wherever you have access to a telephone and can be undisturbed for the duration of your appointment.
- Evening and weekend appointments are available.
- It is an ideal option for anyone who might prefer greater privacy.
- There are no travel cost and no need to 'find parking'
- Contact can be maintained via email between appointments.
- Appointments are available between 10 am – 8pm GMT/BST
- If you prefer, I will call you at the agreed time, to save you the cost of the call.



Please note, if you are not available when I call, then it will be up to you to call me back within the remainder of your consultation time at your own expense.

Your investment:

There are three ways you can work with me, please have a look at the details at <http://www.annesleymarshall.co.uk/consultations.html> and if you have any questions please click on this link to contact me <http://www.annesleymarshall.co.uk/contact.html>

Payment for all forms of coaching is via a single up-front payment using Pay Pal. Payments may also be accepted by cheque (UK sterling only).

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Top tips to help you get the most from telephone coaching

One of the questions I'm regularly asked is "will I get the same value out of these sessions if they are held over the phone?"

The answer of course, depends very much on your own personal preferences, but if you are comfortable with the idea of working on the telephone, then it can offer you some significant advantages.

For example:

- Consultations are available to you wherever you live.
- It is an ideal option for anyone who might prefer greater privacy.
- You can take immediate action to start resolving your issues.
- You do not need to schedule precious time out of your working day to go to a clinic, pay for travelling expenses or arrange for childcare.
- Evening and weekend appointments are more likely to be available.
- You can enjoy your consultation within the comfort of your own home and at a time that suits you.

My own opinion, is that it is also good practice to back up a telephone consultation with email support in between sessions, or offer the option of a webcam consultation, this is particularly important for anyone who might feel more comfortable having visual backup.

Whichever consultation method you choose, telephone, email, webcam or face to face, it is always important to prepare for your session in advance, to make sure that you get the best possible value from your investment.

Here are my top tips to help you prepare:

1. Choose somewhere quiet where you won't be disturbed.

Aim to pick a time when you won't be interrupted and if you can, make sure that any other phones in the house are set to silent or answer-phone and let other family members know that you don't want to be disturbed for a while.

2. Go hands free if you can.

If you have a speakerphone option it will make it easier for you to take notes during the session.

3. Keep a pen and paper handy.

Some people like to make a note of any action points, or personal insights that come up in the session, so it's helpful to have a pen and paper to hand in case you would find this useful.

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4. Clarify the issues you would like to work on.

Here are a few questions you might like to consider to help clarify the issues we will work on.

- What is it that you most want help with? Be as specific as you can in your answer.
- When did these issues start? Go right back to the beginning if you can.
- What makes you, or these feelings seem better or worse?
- What new choices would you like to make? Again be as specific as you can about any possible solutions.
- Notice if you are sabotaging your success in any way. For example you may have an inner dialogue that says: "I'll never be free of..." or "this will never work for me" Make a note of any unhelpful self talk and bring it with you to your session.

5. Create a well formed outcome for yourself by asking "How will I know that this session has been really good value today, what specifically will have changed for me"?

6. Centre yourself.

It's often helpful to spend a minute or two quietly centering yourself and letting the busy thought traffic of the day slow down, so that you can be entirely focused on getting the most from your consultation.

7. Home-Work

If you are willing to do a little practice on your own at home in between sessions, then it's likely you will notice improvements even more quickly. Be sure to ask for some 'home-work' suggestions at the end of your session and make a commitment to set aside a few minutes each day, to follow up on any suggestions that may be given to you.

Finally before making a commitment to a number of sessions you should always ask if your therapist or coach is willing to offer you a [free assessment call](#) or a [short sample session](#), so that you can be sure that they really are the best person to help you.

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How will I know if I will benefit-from-coaching?

The truth is you might benefit-from-coaching, or you might not.

The best way to find out is to request a **free initial session by telephone**. This conversation typically lasts for about half an hour, which we will use to:

- Discover what you most need and want from coaching.
- Take one topic or issue that you wish to work on so that you can experience some real coaching and make an informed decision about its value for yourself.
- Discuss the practical aspects of the coaching relationship.
- At the end of the conversation if you decide to go forward we will confirm the details of the coaching arrangement.

If you are not ready to continue, or it doesn't feel right, that is perfectly alright. Coaching requires focused commitment and it isn't for everyone.

Here are just a few of the benefits I can offer you

- I will help you to raise your confidence in your own abilities to succeed and show you how to navigate your way around any barriers to change.
- I will help you to be really clear about why you want to change as well as the reasons you haven't changed up until now.
- Whilst you work with me I'll help you to create your very own action plan and most of all help you find the courage, motivation and enthusiasm to stay with that plan and enjoy success.

Let me offer you the skilled companionship of over 16 years experience caring for people like you, who are striving to make improvements in their health.

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Weekly feedback notes

These questions are offered for your consideration to help you get the most out of each of your coaching sessions. You are also very welcome to email your answers to me each week, so that I am clear about what you would most like to focus on.

1. What have been my 'wins' this week? What has been accomplished since our last session?
2. What did I intend to do but not get done:
3. These are the challenges that I now face:
4. This is how I want to use my coach during this call:

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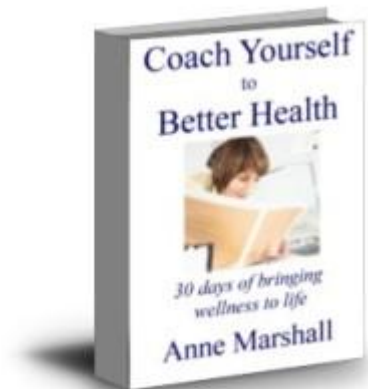
Coach Yourself to Better-Health

Join me for this **12-part e-course** and discover how to coach yourself to **better-health** and greater wellbeing.

The truth is we all have a greater potential for success and fulfilment than we realise and in coaching yourself, as the name implies, I invite you to take a good look at all areas of your health and wellbeing and apply the principles of coaching to each and every area where you would like to make some change or improvement.

This course will show you how to . . .

- Become your own Health Coach
- Use a simple 5 step coaching model.
- Clearly identify what is most important to you in terms of health and wellness
- Recognise any self-limiting beliefs that may be holding you back and then change them.
- Set SMART goals for yourself.
- Recognise the keys to effective goal achievement.
- Understand why self talk in your 'inner world' directly affects your experience in the 'outer world'.
- Use intuition to guide your own coaching process.



There has never been a better time to take a greater interest in and responsibility for your own wellbeing.

This high content e-course costs just **£175** and takes you step by step through what you need to know and then what you need to do to begin to successfully coach yourself to better health and improved wellbeing.

Here's what you get:

In each part of this course I will be inviting you to complete some practical exercises, or take some personal action steps, to help you on your way to improved health and wellbeing.

I would also really like to encourage you to send in your completed exercises and let me know how you are getting along as you work through the material.

There is no time limit to this course, no exams to pass and nothing to prove to anyone other than yourself, so you are free to complete this course in your own way and in your own time. If you would also like my input then you have 90 days from the date of purchase to email me and ask your questions, send your feedback, or simply let me know how you are getting on.

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Why 90 days?

Because this period of time is short enough to create a sense of importance and yet long enough for measurable and sustainable change to occur.



By the end of this course, if you complete the exercises you will:

- have a much clearer idea of what health and wellness actually means to you, what you would like it to mean in the future and how to close the gap to get there.
- have created your own personal wellness map together with a realistic action plan for improved health and wellness.
- have learnt how to use a simple coaching model suitable for self-use to help you overcome procrastination and inertia and make some real improvements in your life.
- have a clear understanding of how your inner self-talk, directly affects your outer results, and how you can make use of this to improve the quality of your life.
- have developed your own personal 'tool kit' of self-help techniques to help you achieve your goals.

Your money back guarantee

If, within 90 days of starting the course, you complete and return all the exercises, and still feel that you haven't got the tools, knowledge and support that you need to make some worthwhile changes for yourself, then I will refund your money, no questions asked. So, there's absolutely no risk!

Accessible : Affordable: Practical

To find out more and place your order please go to <http://www.annelesleymarshall.co.uk/better-health.html>

BONUS

Take the **Coach Me** option and save 20% on my standard coaching fees. You'll find more information at the end of the course on how to do this!

Remember there is plenty of opportunity for advice and feedback on anything you have written for the first 3 months of your course, with the option of one to one telephone coaching with me at over 20% off my standard rates.

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Payment Options and Terms

Payment for all appointments is at the time of booking. As soon as you have decided to go ahead I'll send you a Pay Pal invoice.

All major credit cards are accepted, via a secure online payment page. As soon as you have paid, I'll send you a receipt and confirmation of your booking.

If you choose to work with me by phone and you live in the UK, then if you prefer, I will call you at our scheduled appointment time. If you are unable to pick up the call at that time, it will be up to you to call me back at your own expense during the remainder of our appointment time.

Cancellations and missed appointments.

Please note that missed appointments cannot be refunded. If you choose to work with me by phone or face to face, then I will be there for you throughout our scheduled appointment time and I will need to finish on time even if you are late.

To avoid a cancellation fee please ensure that you give at least 8 working hours notice if you need to re-arrange or cancel your appointment.

Money back guarantee

If you really feel that the work we do together is of no value to you, or you just decide that coaching isn't for you, then you can request a refund for any unused sessions.

Don't let money be an obstacle to change

If the only thing that stands between you and the decision to improve your wellbeing is money, please contact me anyway and I will do my best to help you find someone to meet your needs, even if I cannot help you myself.

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Now is the time to book a [free sample session](#)

I hope that by now I have answered some of your questions as well as helping you to find some answers of your own.

The next step is to call me for a complimentary chat. There is no obligation to go forward, no sales pitch, just a small sample of what can be gained.

This is a guilt-free, no-nag zone, in which your personal well-being is the number one priority. To arrange a free sample session or request a call-back [click here](#). Or, if you prefer send an email to info@annemarshall.com or call me directly on 07803 600696 and I'll look forward to hearing how I can be of help.

About your Coach

Anne Marshall has many years experience as a coach, healthcare practitioner and trainer. She has a reputation for helping her clients achieve their desired changes quickly, easily and effectively and her approach draws widely from the fields of Hypnosis, Coaching, NLP, and Energy Psychology. She holds full professional memberships with the British Society of Clinical Hypnosis, and is an accredited Master Coach with the International Institute of Coaching.



Important

The information contained in this information pack is intended for educational purposes only. No guarantees of results are implied or intended. All clients are advised to seek professional advice and consultation for any difficulties or concerns related to health, mental health, or personal performance.

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Anne Marshall

offers

Email & telephone coaching programmes

Seminars, workshops, e-books & e-reports
in coaching, motivational interviewing and NLP for health

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