

## SKILL 9

# ADVANCED PROGRAMS

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## **a. TWO LEVELS OF ADVANCED TRAINING**

There are two levels of Advanced Training:

1. **GROUP MASTER-MIND:** This is like group therapy for coaches. But, you are being coached to build your business. The cost is anywhere from \$7,000 to \$50,000. **MASTER-MIND** packages typically last one year and include:

A. Access to all of the coach's programs and materials, as well as some "extras" that can't be found anywhere else.

B. Group Retreats: Two or three day-long or weekend retreats.

C. Weekly or Monthly call-in groups.

2. **ONE-ON-ONE PACKAGES:** This includes the Group Master-Mind, plus special One-On-One Days and Call Ins. One-On-One packages cost anywhere from \$10,000 to \$100,000. This

is a significant investment for your client. To them, you are a world-class coach. You have earned their trust. This can be a life-changing experience for your client.

### **MASTER MIND**

- **ACCESS TO PROGRAMS**
- **GROUP RETREATS**
- **MONTHLY CALL INS**

### **ONE-ON-ONE PACKAGES**

- **GROUP MASTER MIND**
- **ONE-ON-ONE DAYS**
- **ONE-ON-ONE CALL INS**

**b. DESIGN YOUR ADVANCED PROGRAM**

MY ADVANCED PROGRAMS WILL INCLUDE:

\_\_\_\_\_ **MASTER MIND ADVANCED GROUP TRAINING (ONE YEAR)**

\_\_\_\_\_ **Cost will include the following:**

\_\_\_\_\_ **Access to My Programs (Which Ones?)**

\_\_\_\_\_ **Group Retreats (How Many and Where?)**

\_\_\_\_\_ **Group Call-Ins (How Many?)**

\_\_\_\_\_ **Bonuses and Extras (What?)**

DESCRIBE HERE: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_ **ONE-ON-ONE ADVANCED TRAINING (ONE YEAR)**

\_\_\_\_\_ **Cost will include the following:**

\_\_\_\_\_ **Group Master Mind (All of the Above features)**

\_\_\_\_\_ **One-On-One Days (How Many and Where?)**

\_\_\_\_\_ **Call Ins (How Many?)**

\_\_\_\_\_ **Bonuses and Extras (What?)**

DESCRIBE HERE: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_ **OTHER ADVANCED PROGRAM**

\_\_\_\_\_ **Cost will include the following:** \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### c. SUMMARY: YOUR INTEGRATED SYSTEM

Now, you can assemble your **Integrated System**. Describe your **IS** below.

**LEVEL ONE: FREE GIFT (LEAD MAGNET)** \_\_\_\_\_

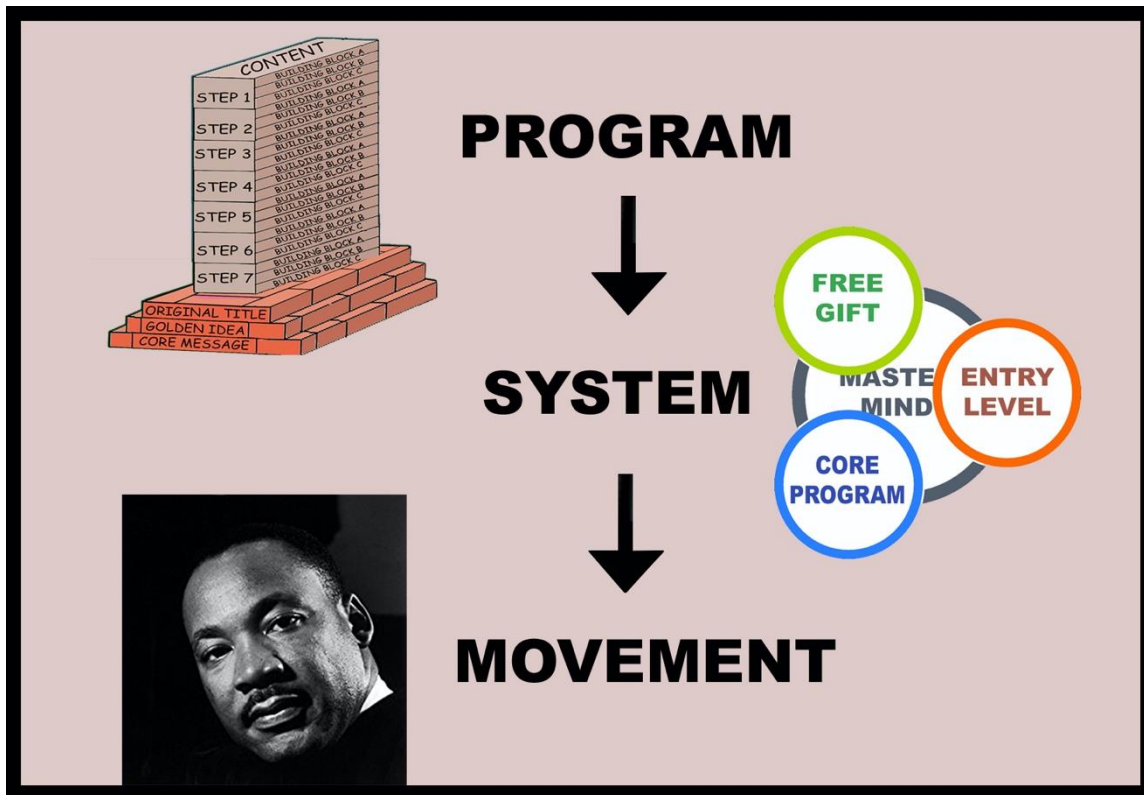
**LEVEL TWO: ENTRY LEVEL (INTRODUCTORY) COURSE** \_\_\_\_\_

**LEVEL THREE: CORE PROGRAM** \_\_\_\_\_

**LEVEL FOUR: ADVANCED COURSE OR MASTER-MIND** \_\_\_\_\_

### d. BUILD YOUR MOVEMENT

You have designed your *Program* (Module B) and your *Integrated System* (Module C). Your *System* is the foundation for your *Movement*. Every movement is built on a system. How do you want to define your *Movement*? What is your *Noble Purpose* or *Mission*?



## YOUR MOVEMENT

Take your **GOLDEN IDEA** and expand it into a **GLOBAL IDEA**:

1. What are the core principles or values in your work?

A. \_\_\_\_\_  
\_\_\_\_\_

B. \_\_\_\_\_  
\_\_\_\_\_

C. \_\_\_\_\_  
\_\_\_\_\_

2. What is your Noble Purpose? How do you want to serve people, the planet or posterity (seven generations from now) with your work?

A. \_\_\_\_\_  
\_\_\_\_\_

B. \_\_\_\_\_  
\_\_\_\_\_

C. \_\_\_\_\_  
\_\_\_\_\_

3. If everyone on the planet were utilizing your program and integrating its principles, how would the world be different??

A. \_\_\_\_\_  
\_\_\_\_\_

B. \_\_\_\_\_  
\_\_\_\_\_

C. \_\_\_\_\_  
\_\_\_\_\_

What is the ultimate realization of your work? \_\_\_\_\_  
\_\_\_\_\_