

Support Programs



Individual (confidential) coaching

Private coaching in a "Done-For-You" mode is the high-ticket service offered to make sure you get a functional dynamic **LIFTOFF Business Plans** in the shortest time possible. Much of the work involves a consulting service, where the client identifies **WHAT** is required, while the coach looks after **HOW** that can be implemented. Because the scope of this engagement is flexible, the first step is to have an enrollment conversation to make sure the coach knows what clients want before they offer a price quotation for the implementation of that business plan model. This will itemize the **WHAT** requirements to deliver the desired results.

This provides the client with a clear indication of the cost of the services and the value inherent in what the client is looking for. If the scope of work changes, the coach will produce a new quotation, with credit for the work that was not yet completed, so the client can decide to continue the original agreement, to accept a new agreement, or to terminate the engagement. While there are many similarities on the result of a "Done-For-You" engagement and what clients can achieve with a "Done-With-You" engagement, the key difference is confidentiality, as any group program cannot address aspects of work that must remain confidential.

There is more opportunity for the coach and the client to work together on developing a first business plan, and to decide on whether to continue with the coach developing more versions to reflect different scenarios, or to train the client (or a designate) on how to create and test alternative scenarios independently. For work that must remain confidential even in-house the coach can perform the work confidentially and only communicate directly with the client, not a designated internal resource. For example, the client may want to consider a scenario about downsizing in response to changes in the marketplace and wants to minimize the risk that the "what if" scenario is mistaken for an active initiative and then spread via the water cooler. The client may be considering acquiring another business and ensure due diligence with dynamic **LIFTOFF Business Plans** in preparation for negotiations that should remain confidential.