

## What Is Coaching?

Coaching is a dramatically effective, recently developed field based on partnership, action and awareness. Synthesizing the best from psychology, business, spirituality, finance, transformational technologies and philosophy, coaching benefits entrepreneurs, sales professionals and business owners. The coach and client work together to discover ways to rapidly remove blocks, leverage opportunities and respond quickly to the daily challenges most of us experience.

## Why Does It Work?

There are three unique components:

**Synergy:** you accomplish more with a partner! As a team, you and your coach stay focused on your goals and work on creative solutions.

**Structure:** With a coach, you'll think bigger, take more actions and get the job done. The accountability keeps you on track.

**Expertise:** A coach knows how to support you in making more money & better decisions, in creating your vision & goals and in building a strong foundation of personal effectiveness for personal & professional fulfillment.

## How Does It Work?

Coaching is delivered during weekly telephone sessions. You bring the agenda to the call. The coach provides clarity by pointing out a missing principal or distinction, brings out your best by offering advice, expects a lot, helps you strategize and, best of all, celebrates your wins!

## Who Hires A Coach?

### My typical clients are likely to be:

- ❖ Passionate about building and attaining big, exciting business and personal ambitions
- ❖ Appreciative of the value of working with a partner, wanting accountability
- ❖ Willing to change, experiment, rethink and grow.
- ❖ Ready to close the gap between where they are and where they want to be
- ❖ Wanting life balance with time to enjoy!
- ❖ Self-motivated, although sometimes stuck

**Call (520) 744-8731  
To schedule a  
complimentary coaching call**

***In short, ready, willing & able to  
GO FOR IT!***



These days, most business is extremely competitive and it takes "outside the box" strategies to stay on the cutting edge and be the best.

If you keep doing what you've been doing, you'll keep getting what you've got or less.

If you are ready for your next level, coaching is a way to get on the fast track

## Coaching Services

### **Personal Coaching**

Attain your next level: Includes weekly, half hour calls four times each month, and phone and Email access as needed. Many client "extras", such as valuable discounts & free group conference calls. \$500 first month, \$350 thereafter.

### **DISC Styles & Values Briefing**

☎ A 50-minute coaching call using two personal reports 30+ pages.

Total Investment: \$155

### **THE REAL ESTATE GAME™**

A four-week GAME consists of a 15-minute daily call and a GRID of activities to score points from. There is no better way to give yourself a jumpstart! It will keep you focused and in action!

GAMES start monthly. Cost: \$149 for 4 weeks.

For more information & the latest schedule:  
[www.therealestategame.com](http://www.therealestategame.com)

### **NEW: The FSBO GAME**

Full schedule at [www.FSBOQueens.com](http://www.FSBOQueens.com)

### **2005 Group Coaching**

You join an hour-long conference call on the 2nd and 4th Thursdays each month with a small group of agents. \$85 per month.

[www.joeann.com/laay.htm](http://www.joeann.com/laay.htm)

## Who is Joeann Fossland?

Born & raised in Baltimore, Joeann attended Johns Hopkins University. Owner of 3 businesses before the age of 30, she then worked in residential real estate and as regional sales manager for a national homes publication.

In 1993, Joeann founded Advantage Solutions Group, a training and consulting firm that works with individuals and businesses to offer three services:

- 1) personal, business and career coaching;
- 2) seminars and workshops in specific business areas, including breakthrough performance projects, business attraction, communication skills & life balance; and
- 3) strategic consulting services to entrepreneurs and sales professionals to support their drive for market growth and bottom-line profitability.

## Professional Positions & Designations:

- ◆ Master Certified Coach (MCC)
- ◆ Certified Coach/Teleclass Leader, Coach U
- ◆ Arizona GRI Senior Technology Instructor
- ◆ WCR PMN Instructor
- ◆ Certified e-PRO Instructor
- ◆ Certified Behavioral Coach (CBC)
- ◆ Certified Professional Behavioral Analyst (CPBA)
- ◆ Certified Values Coach (CVC)
- ◆ Certified Professional Values Analyst (CPVA)

*Joeann uses her life experiences and wisdom to support her clients in their quest for excellence and accomplishment. Leveraging their strengths, they lead a life they love: balanced, profitable, in alignment with their values & full of joy! If you want it.*

## Contact Joeann For These:

### **OTHER Resources & Services:**

#### **Advantage Solutions e-News**

A free, monthly Email newsletter for personal effectiveness. For real estate and sales professionals. To subscribe, visit [www.joeann.com/newsletter.htm](http://www.joeann.com/newsletter.htm)

#### **Free Teleseminars**

The schedule is at [www.joeann.com/fosslandsforums.htm](http://www.joeann.com/fosslandsforums.htm)

#### **Need A Speaker or PMN Instructor?**

Seminars, workshops, Email classes and teleclasses customized for your needs.

**Joeann Fossland, GRI, LTG, PMN  
Master Certified Coach  
CPBA, CPVA, e-PRO**

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**Are You Ready  
To Excel?  
To Have More  
Joy?**

***A Coach Can  
Accelerate  
Your Results!***