

Business Coaching



*Helping Business Owners Develop
the Skills and Knowledge Needed*

www.rkfischer.com





What Is Business Coaching?

Business Coaching helps provide guidance and allows business owners to develop the skills needed to help meet the challenges in their business. It also can help one grow and increase the performance of their business while aiding in promoting self-development and self-sufficiency.

Business coaching is a process that is misunderstood and confused with someone offering

offering ad-hoc advice, which is not the case at all. Coaching helps guide and teach the skills needed in order to make the right decisions. It has a defined process with a methodology, which has goals and deliverables. The participants are the ones performing the actual work and assignments needed in order to grasp the concepts and skills taught during the coaching sessions.

Business coaching is not for

everyone. The business owner has to be open and ready for change and to immerse themselves in the process. Though personal goals and skills are part of the engagement as they relate to business, this is not life coaching.

Business coaching is best suited for those who have been in business as least 2 years with the exception of start-up coaching

Our Methodology

With the exception of our strategic business coaching which has defined sessions and deliverables, all of our other coaching services follow our standard methodology. The sessions are determined by the business owner, once they have performed the assessment that is specific to the individual coaching program. Unlike other coaching, where the coach may only point you in the direction, we do provide hands-on guidance and help where needed. Our only requirement is your commitment to the process and time required.

There is a minimum of 6 coaching sessions which includes an additional initial meeting and a follow-up meeting. Additional sessions can be purchased in 2-sessions packages. There is ongoing support by email and phone throughout the engagement. Phone support must be booked in advance.

1 Questionnaire & Financials

Your coach will provide you with and a questionnaire that will ask relevant questions and you will provide compiled financial statements

3 Initial Meeting

Your coach will present the findings of the analysis and will work with you to determine the areas to work on during your coaching sessions.

5 Homework

You will be required to perform homework following most sessions which will be based on what you learned in that session.

2 Business Analysis

An analysis will be performed on your financials as well as your questionnaire you completed.

4 Coaching Sessions

All coaching sessions are 2 hours in length and are provided over the web utilizing Zoom, no matter the location. We do not provide coaching onsite

6 Follow-up / Measure

There will be a follow-up session booked 4-8 weeks from the last session to review progress and determine next steps.





Why Owners Choose Business Coaching?

Most business owners that contact us inquiring about business coaching tell us that though that have a great grasp of the industry in which they are working and the products and services that they sell, they never were taught the actual business skills they need to help them move their business forward. This is not surprising, as entrepreneurs are masters of their craft, and for the most part are not business majors, so it makes sense that they cannot know everything about accounting, marketing, sales, human resources, or operations.

Most of our engagements are customized based on the needs of the owner, but we still get asked what sessions are available. The sessions are customized based on the current needs of the owner, though we can recommend particular subjects based on your questionnaire.

Here are a list of a few sessions that we have been worked on with past clients.

- Developing Marketing Plan
- Reading Google Analytics
- Developing Sales Process
- How to Hire & Manage Employees
- Job Costing
- Budgeting
- Setting Future Goals
- Setting up Chart of Accounts and Reading Financials
- Understanding SEO
- How to Hire Sales Reps
- How to Forecast
- How to Develop Job Descriptions

Our Core Coaching Services



General Business

A structured coaching engagement whose sessions are customized based on individual client requirements. The initial engagement includes six 2-hour sessions .



Strategic Planning

A standard set of coaching sessions whose focus is developing a strategic plan for your business. There are 18-20 sessions depending on business size and industry.



Sales & Marketing

A structured coaching engagement similar to General Business Coaching, except the focus is only on Sales & Marketing and the growth of your business.



Sell Your Business Readiness

A structured coaching engagement that is for business owners looking to sell their business in the next 5 years. It is customized to the needs of the individual business owner.



Start-up

A structured coaching engagement similar to General Business Coaching, where the focus is what is needed to get the start-up off the ground and running smoothly.

Get in Touch



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