



START YOUR COACHING BUSINESS

YOUR MASTERCLASS WORKBOOK
WITH AJIT NAWALKHA

WELCOME TO YOUR MASTERCLASS WORKBOOK

5 Tips to Get the Most Out of This Masterclass

1. Print this workbook before the Masterclass so you can take notes as you listen. You can also **download and type directly** in the workbook to save paper.
2. **Review the contents** of this workbook before the Masterclass so you know what to expect, and you can best set aside private time before, during, and after the Masterclass to complete the activities.
3. **You can pause the Masterclass video** to take notes or fill in the blanks by clicking on the video screen.
4. Think of how you can quickly **implement the secrets revealed** in this session to start your coaching business
5. During the Masterclass, use the dedicated space on the right column to **write down ALL interesting new ideas** and inspirations you get while listening - that way you won't lose the most relevant information to you.

WHAT TO EXPECT

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- Set your intentions before the Masterclass.

2. 3 SIMPLE STEPS TO START YOUR COACHING BUSINESS

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3. REFLECTION

- The right question can spur your unconscious mind to feed you the right answers.

4. STUDENT STORIES

- Read what other people are saying about Ajit Nawalkha.

1. PRE-MASTERCLASS EXERCISE

Start with Intention

Why are you here?

Tick the statement(s) which you feel resonates with your purpose of joining this masterclass	
You want to get clarity and start your own coaching business	
You want to make an impact	
You want to make money running your own coaching business	

Write down and set your positive intentions here. What are your intentions for joining this Masterclass? What do you hope to leave with?

2. 3 SIMPLE STEPS TO START YOUR COACHING BUSINESS

Follow along the Masterclass and fill in the blanks. **You can pause the video to write down your answers or take notes on the right. Click on the video to pause and unpause.** But pay attention, because you cannot rewind!

Here are few false beliefs that you might have. What else can you think of? Write few false beliefs that have been told to you & that you want to get rid of:

1. I need a complete methodology
2. I need to know your exact package
3. I need a funnel to get clients consistently
4. I need a certification
5. _____
6. _____
7. _____

2. The 4 Dark Horsemen

1. Procrastination

How have you been procrastinating & how would you feel if you changed your behaviour?

1. I need to read this book before I get started
2. I need to complete this course to get started
3. _____
4. _____

5. _____

2. Doubt

Write one doubt in yourself you would like to shatter today?

3. Clarity

Your clarity gets hampered when everyone throws different ideas at you.

What do you need?

What you need is _____ next step. (it's simple)

4. Perfection

Do you aim for perfection and never finish things? - True or False? _____

Perfection is just progress. Would you like to make progress in your journey?

***Note:** Remember, you can PAUSE the Masterclass by clicking on the video screen to write your answers.*

What will make you feel that you have started your coaching business?

(write a number or a scenario)

PART #1: YOU

Inner game

It is about Working on _____

Who you are as a person ?

When we continue to get informed by everyone around us,What we forget is who we truly are.

Ask yourself, are you goals truly yours? - True or false? _____

We are function of all the things in our life. We forget that we have _____ information.

We need to focus on who _____ are

Would you doubt yourself if you know that your business is in alignment with you?

True / False - _____

How we can find who we are?

You are a function of events in the _____.

You got some beliefs and insights from your past events.

Your new life should be _____ expectation of you.

As you make progress, in the middle of your journey you will meet confusion

_____ and confusion live in dichotomy. When you feel confused, you can go back and find more _____

Clarity will give you:

1. Pace
2. _____
3. _____

PART #2: YOUR METHODOLOGY

Myth #1 : You need several hours of _____ before you start coaching others.

Myth 2: You need a _____

Several hours and certification doesn't guarantee you to become a successful coach

Techniques you can use with your clients:

1. Ask powerful question

What is a Powerful question?

Every powerful question is _____ ended

Example:

'How would your life look like in 6 months from now if you took this offer?'

Leaving it as open ended dialog for the client.

When they start talking , they reveal information that is present in their _____ to their _____ and to you.

2. Question the Answer

Examples:

'What would you do after your current goal is met.'

When your client explains that, you ask _____

Why gets them to explore the _____ why they are chasing their goal.

3. Create a consideration that hasn't been considered

Example:

'What if you had unlimited resources'

Here are some of the considerations you haven't considered. Write down a few more that you can think of:

- What is you as a coach had unlimited resources
- What if you haven't considered this friend that may introduce me to my potential clients
- _____
- _____

4. Making the client Future Focused

Example

'What does your ideal life look and feel like?' Paint a picture."

This way, you are making their mind think about _____ and _____
problems seem small challenges leading up their future life . They now have a
bigger vision.

Don't forget to listen to the answer.

Answers reveal something to you. An Answer has a lot of information to dive
deeper into elements

PART #3: YOUR BUSINESS

Mistaken beliefs :

Clients stay at this special place, and you need to be genius marketers to enroll
them.

Truth is: Clients are _____.

The question you want to ask the question you want to ask is not to think how
many humans I can talk to the question you want to ask is who would want

Enrollment is like _____ someone (hint: help)

When clients meet with you, they want to _____ somewhere and
facing some _____

To be able to show the client that you are right partner for them

You can ask them the question - where do you see yourself _____

Now that you know where you are going, you can ask them

'Would you be open to see some _____ for your life'

Show through your coaching skills that you can take them to a particular

They might shift a mindset that allows them to see further into their reality

You have shown them they are more capable. And you are the right partner that can help them create the progress.

Now that you have shown them some transformation, this is where your

_____ comes in.

When you ask question, you change perspective from 'I don't know where to go ' to 'Oh, I could take some _____. May be this person can help me get to the destination'

Now, it becomes easy to relate _____ capabilities to _____ desires

Space for Notes:

5. REFLECTION

The right questions can spur your unconscious mind to feed you the right answers. So ask yourself... (Use an extra piece of paper if you need to).

1. Imagine – what would your life look like if you started your coaching business ?

2. Reflect on the 3 steps to start your coaching business and what false beliefs you are ready to shatter?

3. How can you contribute more to your family, relationships, yourself, and community if you started your coaching business?

4. What is the one thing you can do right now to show your commitment to starting your coaching business?

THANK YOU for joining Ajit Nawalkha's Masterclass!



To implement what you learn and start your coaching business watch through the end of masterclass. At the end of the masterclass there will be special offer to join our Start Your Coaching Business Quest for Free.

6. STUDENT STORIES



"This course not only helped me to have more clarity (...) but to reflect on my potential as a coach."

This course not only helped me to have more clarity about the business of coaching, but to reflect on my potential as a coach. Knowing more clearly what my characteristics are and what is the value that I can offer my clients is fundamental for my development as a coach. I am more than happy and grateful with the program.

Valeria Paula Paramidani

Israel



"Ajit's training will play a direct role in helping my business create 7 figure revenue."

Ajit provides clear, actionable steps to take your business and life to the next level. I'm confident that Ajit's training will play a direct role in helping my business create 7 figure revenue.

Sean Patrick Simpson

Co-Founder at "Verbii.com", "Alaska Publishing" and "Adventures In Manifesting"



"An absolutely amazing experience."

An absolutely amazing experience. Each bitesize daily exercise is filled with so much value that will take me forward and grow my coaching business. Highly recommend it. Thanks
Evercoach

Ian Orr

Hypnotherapist/Mental Health Nurse/Coach, UK



"Ajit cuts right to the point in his coaching and teaching."

Ajit cuts right to the point in his coaching and teaching. I can't stress enough how important it is to work with people who've already done what you're trying to do...and Ajit has DONE it.

Summer McStravick

Founder of M.E. School and Flowdreaming



"Brilliant at sharing the simplest paths to get them"

Ajit rocks! Besides having a massive track record of huge results from Facebook ads, he is brilliant at sharing the simplest paths to get them. He also has a genuine desire to help and due to that he gives immediately implementable ideas that have exponential value.

Lindsay Wilson

High-end Sales Coach, Author of Booked by Evercoach



"One of the sharpest entrepreneurs and business growth experts in our industry"

Ajit Nawalkha spoke recently at our private high-end mastermind, and everyone was impressed. Ajit is one of the sharpest entrepreneurs and business growth experts in our industry. I highly recommend learning from him.

Eben Pagan

Founder of Getaltitude.com