

## Coaching & Consulting: Methodology & Fees

### 1. Methodology

For a number of years I have delivered my coaching and consulting work over the phone and find this to be a very effective medium. External distractions are minimised; it saves time and money; and is hugely convenient – you get to stay in your office, I stay in mine.

There are basically 2 ways we can work together:

- A one-off, use-me-when-you-need-me approach
- An on-going relationship, where we speak regularly

#### 1.1 The one-off discussion

Occasionally, we all need someone to bounce ideas around with, gain a new perspective, or simply someone to whom we can fire 'how do I do that?' questions. I'm happy to fulfill this function.

All you need to do is book a time and send me whatever summary information you think will assist me (no more than 2 pages of A4 please). See '2. Fee structure' for associated costs.

#### 1.2 On-going coaching/consulting

Following an initial conversation (see below) if we choose to begin an on-going relationship, it's reasonable to expect that we'll work together for a minimum of 3 months.

In such cases, we'd talk on a regular weekly or fortnightly basis with calls lasting up to 45 minutes.

Fear not, I don't have contracts or binding agreements. I ask simply for a verbal commitment from you to give the process due time to impact your business.

Between these regular calls, any interim communication is handled via email with no limit on the number or frequency.

When I'm needed, I'm around.

##### 1.2.1 Getting started: The initial call

You may not know how to get where you want to go, in which case early calls are likely to concentrate on working to reveal a clear path.

Alternatively, you may know exactly where you're headed and be looking instead to benefit from the effects of someone who'll hold you accountable and stretch you to go further.

Such distinctions will become clear in our initial call. We will also see how suited we are to working together.

Once you've booked a time to call me, I'll forward a couple of pertinent questions that will require your considered response.

Your answers to these questions will serve as the basis of our first conversation.

##### 1.2.2 A snapshot of on-going coaching calls

Each conversation starts with a round-up of what's gone well for you; the challenges you've had (and how you dealt with them); what you've learned; and a review of actions taken since we last spoke.

To assist with this I have a Prep Form that I'll ask you to complete and email prior to each appointment.

From there, you determine where you'd like to focus and that's where we'll spend the time.

At the close of the call we'll agree your priority areas and assign 'fieldwork' in preparation for the next session.

### 2. Fee structure

#### For a one-off discussion

\$275 + GST (total \$302.50)

Conditions:

- calls last for 45 minutes
- payable in advance by Electronic Funds Transfer or at the close of the call by Visa or Mastercard

If you are unsure whether such an investment is worthwhile, this may reassure you: If you do not find the call to be of value, I will happily refund your investment.

#### For on-going phone coaching or consulting

No charge for initial call.

Thereafter, calls are invoiced in blocks of 6 for \$1650.00 + GST (total \$1815.00)

Conditions:

- payable in advance by Visa, Mastercard or Electronic Funds Transfer
- calls valid for 6 months from date of purchase
- unrestricted email contact between calls

### 3. Booking a time to talk

Simply send an email to: [robert@gerrish.com.au](mailto:robert@gerrish.com.au), let me know if you'd like a one-off discussion or if you're considering on-going support and I'll respond with some dates and times.

Robert Gerrish, September 2006