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The Coach's Corner

Business Coaching - "Because Every Winner Has a Coach!"

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Group Coaching Opportunity

If you don't know where you're going...

Coach Mark speaks at "TalkShoppe" 1/7/09

Coach Mark speaks at ParMasters 1/20/09

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Coach's Quote of the week:



Dear Mark,

Calaveras Business Coaching, LLC. aims to be a force for positive change in the way small business is done and in how people in small business work together.

We invite you to take a moment to read this newsletter to see how we can be a resource for your business.

Mark van Stolk
Licensed Professional Business Coach

If you don't know where you're going, any road will get you there!

There is one absolutely CRITICAL step to getting what you want out of your business and out of your life.

Unfortunately, most people never take this vital step, and therefore simply live a life of just floating downstream with the tide of life.

That step is... DECIDE WHAT YOU WANT!!!

I know, I know... we all want to be rich, good looking, physically fit; have idyllic family relationships; enjoy going to work... Yawn...

Until you decide EXACTLY what you want - the chances are that you won't make the changes needed to get there. Period. After all - how can you?

Let's be a bit more specific. For example, whether you call it "rich" or "financially independent", you must take the time to define exactly what that means to you. For example: "In ten years I'll have \$250K in cash to pay for my children's education, my net worth will be \$2 million, and I maintain an income of \$150K per year." Write it down. Make it real.

"Nothing stops an organization faster than people who believe that the way they worked yesterday is the best way to work tomorrow. To succeed, not only do your people have to change the way they act, they've got to change the way they think about the past."

*Jon Madonna, Chairman,
KPMG International*

Start 2009 from a STRONG position!

Join Calaveras' Business Effectiveness Series!

Coach Mark is assembling a group of 4-6 business owners for a 12+ week series of group coaching.

Each two-hour session will consist of one hour of educational material, followed by an hour of applying the material to YOUR business.

Get input from a PBCA Licensed Business Coach,

Now you have a starting point (you already have a sum of cash, a net worth and an income), and you can begin to take actions that will take you towards your goal. Do something every day to keep yourself on track. If you do this, you will achieve more than you ever have in the past.

"To begin with the end in mind means to start with a clear understanding of your destination. It means to know where you're going so that you better understand where you are now and so that the steps you take are always in the right direction." *Steven R. Covey*

Article by: John Deagan - Master Coach PBCA

"Plan for Success in 2009" at "TalkShoppe"

Only 5% of small businesses have an active business plan. History shows that more than 80% of businesses that have an active plan thrive to celebrate 5 years in business. In comparison, only 20% of overall small businesses survive to see their 5th anniversary.

Learn how to be among the survivors! Come listen to Coach Mark's presentation on Business Plans on **Wednesday, January 7th from 9:00-10:00 at the Better Business Bureau** [Click here for map](#)

"Talkshoppe" is a weekly networking and educational event, organized by First Tennessee Bank at the BBB offices.

For more information [Click Here](#)

"Business Solution Series: the Four Professionals" at Parmasters

On Tuesday, January 20th, from 8:00-9:00am, **Coach Mark van Stolk** will be talking about: **"Increasing profits 71% by working only 10% better".**

The presentation focuses on the seven areas of your business that can make a big difference in your profitability.

The event will be held at the Parmasters Golf Training 888 S. White Station Road, Memphis, TN 38117.

as well as from your fellow (non-competitive) business owners!

Benefit from 12-14 weeks of group coaching for the about the cost of ONE MONTH of individual coaching!

[Click for Information](#)



Cost: \$30 per session - \$90 for the four event series. The first 10 participants to sign up - FREE - sponsored by ParMasters. To reserve your spot call Mark van Stolk at (901) 753-3753. **The series will fill up quickly, so call soon!**

To get more information: [Click Here](#)

www.BusinessSolutionsSeries.com

Now is the time to REALLY focus on Your business.

In good economic times, every business owner is a "genius." But in tough economic times, only the best businesses will survive... the rest WON'T. What is your plan of action to prosper during this challenging economy? If you don't have one, you leave your future in your competitor's hands!

This is the time to call Calaveras at (901) 753-3753 for a FREE "Jumpstart" Initial Coaching Session. Find out how you can prepare to thrive in these tough economic times!

Mark van Stolk
Licensed Professional Business Coach.

Save \$30

Register and pay for all four of our seminars starting January 20th at ParMasters and pay only \$90 for the series (\$120 if purchased separately). Call Coach Mark at (901) 753-3753 for reservations.

Offer Expires: January 20, 2009

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