



THE 8 PRINCIPLES OF **EXPONENTIAL COACHING**

YOUR PRIVATE ACTION GUIDE
WITH RICH LITVIN

WELCOME TO YOUR PRIVATE ACTION GUIDE

5 Tips to Get the Most Out of This Online Training

1. Print this guide before the Online Training so you can take notes as you listen. You can also download and type directly in the guide to save trees.
2. Get yourself some water. Staying hydrated increases the activity of the anterior cingulate gyrus in the specific areas of the brain that are involved in planning, attention, monitoring, and concentration.
3. Think of how you can implement the learnings revealed in this session to improve the way you show up as a coach.
4. Make sure you are in a quiet place where nothing can distract you.
5. Get in a comfortable position, so you can pay attention, be alert and take notes

“Safety is the Enemy of Success”

- Rich Litvin

WHAT TO EXPECT

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PART 1: PRE-TRAINING EXERCISE

- Set your intentions before the Online Training.

PART 2: YOUR STORY

- Reflect on your current stage as a coach and where you want to get to

PART 3: 8 PRINCIPLES OF AN EXPONENTIAL COACH

- The 8 Principles of Exponential Coaches are: Mastery & Mindset, Deep Inner Work, Exponential Coaching, Exponential Thinking, Exponential Community, Selling the Invisible, Serving the Incredible and Exponential Impact.

PART 4: THE 3 YEAR EXERCISE

- Set a clear vision for yourself at the end of the Online Training.

PART 5: REFLECTION

- Create awareness by asking yourself powerful questions.

PART 6: TESTIMONIALS & STUDENT STORIES

- Read what other people say about Rich Litvin.

PART 1: PRE-TRAINING EXERCISE

Start with Intention

What are your intentions for joining this Online Training? What do you hope to leave with?

“Take risks. Fail spectacularly. And then go out and fail more.

- Rich Litvin

PART 2

YOUR STORY

Fill in your current and desired state for how you show up and how much impact you create for your clients. Fill in the circle of your desired state and use an "X" for your current state.

Rate yourself on a scale of 1-10 on how you show up

<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
1	2	3	4	5	6	7	8	9	10

Rate yourself on a scale of 1-10 on much Impact you create for you clients

<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
1	2	3	4	5	6	7	8	9	10

LIFE STORY

What did you do before becoming a coach?

When did you discover that you had the ability to impact somebody's life?

When did you make the choice to become a coach?

PART 3

BEING AN EXPONENTIAL COACH

Follow along the Online Training and fill in the blanks. **You can write down your answers or take notes on the blank spaces.**

What distinguishes Exponential Coaches from other coaches?

Rich mentions 3 elements that differentiate exponential coaches.

1. _____: going deep by being really present.
2. _____: getting your clients 10X the results.
3. _____: who are you in each moment?

What is the key to work with high performers?

The 8 Principles

1. Mindset Mastery is a decision between a Fixed Mindset and a _____ Mindset.
2. Deep Inner Work requires a Coach to be comfortable with the _____.
3. Exponential Coaching means to listen deeply, _____, _____, _____, and _____.
4. The fourth principle is Exponential Thinking. To get your clients to think exponentially you may use three elements: The impossible goal, _____ and the Moonshot.
5. Exponential Community, the fifth principle is all about how to seek and create the right communities and create your exponential team.
6. The sixth principle is called Selling the _____.
7. Serving the Incredible, the 7th principle is essentially about how to work with clients who are more successful, wealthier or _____ than you.
8. The last principle is about Exponential Impact, how to 10 X your impact and take small bets.

PART 4: THE 3 YEAR EXERCISE

Imagine three years have gone by since you've watched this online training. By accident you bump into Rich, telling him how this training has given you the insight that transformed your life.

How does your professional life look like?

How does your personal life look like?

PART 5: REFLECTION

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

1. What would your life look like if your coaching business were at the level you wanted it to be?
2. How can you contribute more to your family, relationships, yourself, and community if you enhance your communication, and go with Rich through Deep Inner Work?
3. How will the life of your clients change if you were to implement all principles of an exponential coach?
4. What is the one thing you can do right now to show you are dedicated to elevate your coaching?

THANK YOU for joining Rich Litvin's Online Training!



To take your communication and impact to the next level please visit <http://bit.ly/ExpCoach> for info on Rich's remarkable program to being an exponential coach.

PART 6: TESTIMONIALS & STUDENT STORIES

"My life and my impact have improved dramatically"



I have become much clearer about how I work and how profoundly it changes my clients' lives. By communicating more powerfully and delivering more value. And **my income has sky-rocketed**. Not only that, but **the results I have created feel entirely effortless**, and I am now working only with extraordinary clients who inspire me with their bold vision for their lives."

~ Susan

"My business has changed more in my year working with Rich than at any other time in my 18 year career as a coach."



Rich has a natural ability to see and bring out your unique genius as a coach so your work can be a full expression of your unique talents. If a coach is willing, Rich can facilitate a transformation in your practice that will generate wealth and well being on levels you might not yet believe possible for yourself."

~ Megan