

LifeBound Training and Certification

- Are you a teacher, counselor, professor, businessperson, seminar leader, trainer, and/or athletic coach?
- Do you enjoy helping people?
- Do you want to build a successful business?

If you answered "yes" to any of these questions, then LifeBound Training and Certification is for YOU!

Your Trainers Will Be:

Carol Carter



- Founder & President of LifeBound, a national career coaching company that offers individual sessions & seminars to high school students, college students, and career seekers
- National expert
- Former executive for 15 years at Prentice Hall
- Written twenty books on college career and life success



Joe Martin

- Founder & President of RealWorld University, a successful resource center on the internet designed to help college students succeed in school and life
- Nominated as Campus Activities Magazine's "2003 Speaker of the Year."
- Former Sales Trainer for a fortune 500 company



Day 1 Coaching Skills	Day 2 Building Your Business	Day 3 Working with & Targeting High Schools	Day 4 Building the Business through book sales	Day 5 Building the Business through one-day events	Day 6 Successful Presentation Skills
<ul style="list-style-type: none"> • Coach parents, teenagers/college students • Ask powerful questions • Promote personal accountability • Create alliances (goal setting with clients, etc.) 	<ul style="list-style-type: none"> • Market your services: follow up on leads & prospects, conduct evaluations & track your results • Build your sales base • Manage your finances 	<ul style="list-style-type: none"> • Build rapport with principals, parents, and teachers • Negotiate school contracts & understand school district policies. • Work with special interests educational groups 	<ul style="list-style-type: none"> • Identify potential buyers • Promote & market books in your community • Get book publicity • Find sales in non-traditional market • Develop repeat book orders 	<ul style="list-style-type: none"> • Identify potential attendees • Successfully organize a one-day event • Effectively follow up with seminar attendees • Create residential income after a successful event 	<ul style="list-style-type: none"> • Organize a humorous & interesting presentation • Build credibility & trust with your audience • Get the audience involved • Speak with confidence by overcoming stage fright