



Small Business Owners Coaching Costs Summary

Coaching Summary

This summary addresses the associated coaching costs to implement a practice choices system (i.e. CAM Choice Pyramid ^{L1}) into a small business by focusing upon solving one current challenge/issue, which is not working.

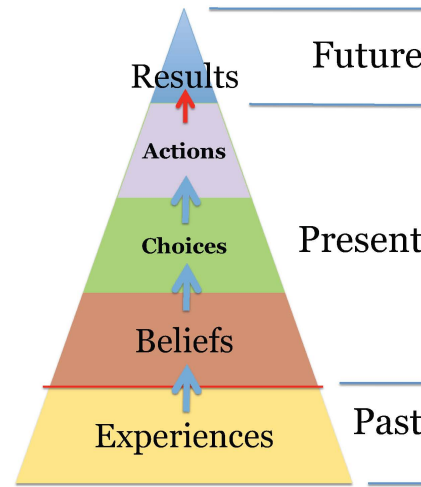
This document contains Choice Awareness' prescribed services and products to support developing a small business' primary communications model. This practice model will be formalized to include all employees in the future.

It is an important first step in establishing a business-wide model, which allows people and process to evolve, participate and make the next right choices to produce effective results.

In the beginning, each participant answers a quick business review, signs a starter agreement, makes promises via milestones, attends the various workshops, and participates in group coaching session. Group coaching provides for 6 hours per month in the starter and continuing programs.

Thirty-day touch point reviews include inspection of the work effort, its effectiveness and adaptations that need to occur to keep the project on course.

CAM Choice Pyramid 



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Table of Services and Products

Small Business Owners Coaching Services 1800-06

Item #	Product Codes	Description	Qty	Selling Price	Extended Cost Amount
Small Business Owner - Month 1					
1	2000-50-100	Quick Review - Business	3	\$29.95	\$89.85
2	1800-24-04	Calls - Individuals	3	\$80.00	\$240.00
3	1600-1410	Beliefs Workshop	3	\$45.00	\$135.00
4	1800-06-16	CAM Coaching Starter Program	3	\$700.00	\$2,100.00
5	110506-10/14	Self-Help Training Videos (1)	5	\$6.95	\$34.75
6	110606-10/14	Self-Help Practice Videos	5	\$6.95	\$34.75
7	1800-24-04	Telephone Call - Individuals	2	\$80.00	\$160.00
8	1800-24-06	Telephone Call - Group	1	\$100.00	\$100.00
Sub-Totals					\$2,894.35



Small Business Owners

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Item #	Product Codes	Description	Qty	Selling Price	Extended Cost Amount
Small Business Owner - Month 2					
1	1600-1610	Choices Workshop	3	\$45.00	\$135.00
2	1800-06-26	CAM Coaching Continuing Program	3	\$790.00	\$2,370.00
3	110506-20/24	Self-Help Training Videos (1)	5	\$6.95	\$34.75
4	110606-20/24	Self-Help Practice Videos	5	\$6.95	\$34.75
5	1800-24-04	Telephone Call - Individuals	3	\$80.00	\$240.00
6	1800-24-06	Telephone Call - Group	1	\$100.00	<u>\$100.00</u>
Sub-Totals					\$2,914.50

Small Business Owner - Month 3

1	1600-1810	Actions Workshop	3	\$45.00	\$135.00
2	1800-06-26	Continuing Coaching Program	3	\$790.00	\$2,370.00
3	110506-30/34	Self-Help Training Videos	5	\$6.95	\$34.75
4	110506-30/34	Self-Help Practice Videos	5	\$6.95	\$34.75
5	1800-24-04	Telephone Call – Individuals (1)	3	\$80.00	\$240.00
6	1800-24-06	Telephone Call - Group	1	\$100.00	<u>\$100.00</u>
Sub-Totals					\$2,914.50

(Note)

1	Videos available in Sept	Totals		\$8,723.35
		average		\$2,907.78

The Business Team

The business owner would select at least one and up to five of their trusted employees to participate in this process. These people would typically be part of the leadership team and/or domain experts in the business. The goal of this team is to solve the challenge/issue and formalize the practice choice system to introduce it into the business among all employees and all fortifying relationships.

This model is based upon using three people. It could be more but not less than two people.