

Are you a Sales Professional who wants to:

- Minimize distractions and develop sales focus?
 - Reach sales goals with concrete, actionable steps?
 - Improve work-life balance?

Coaching helps you get organized, stay focused, create better habits, and develop the structure to stay on-track.



MAKE MORE MONEY & ENJOY THE LIFESTYLE YOU DESIRE!

Own your future. Stop procrastinating today.



Choose from one of two results-oriented plans:

“BOTTOM-LINE” PLAN

- Clarify priorities and develop sales focus
- Stop delaying decisions that cause disorganization
- Build successful daily habits and start selling more
- Improve processes related to time management
- Design times during your day with no external distractions
- Create solutions to deal with paper and electronic documents

Investment: Needs Analysis + 6 tele-sessions: \$1,400

“BEST-IN-CLASS” PLAN

- “Bottom-Line” Plan as listed above, PLUS:
- Capitalize on individual sales strengths
- Minimize e-mail overload with specific tools and processes
- Reduce sales stress, produce more, and generate more time
- Maximize work/life balance

Investment: Needs Analysis + 10 tele-sessions: \$1,800

Researchers tracking the habits of Blackberry users found that those who failed to turn off their smart phones in non-working hours added 10 extra days of work per year. The study also found that 24% of workers felt stressed over always being on call. Source: Telegraph.co.uk

The average individual spends 150 hours (that's almost 4 work weeks) each year looking for misplaced information.

According to a University of Michigan study, worker productivity decreases 20-40% every time we multi-task.

More than 60% of respondents in a study thought they were checking their e-mail every 15 minutes when in fact they were checking it every 5 minutes. Since it takes an average of 64 seconds to recover your train of thought after an e-mail interruption, these people were wasting 8.5 hours each week figuring out what they were doing moments before.

“I absolutely believe that people, unless coached, never reach their maximum capabilities.”

—Bob Nardelli, CEO, The Home Depot

Your Coaches

MICHELLE STIMPSON is owner and Professional Coach at LifeShine®. She works with clients who are eager to invest in themselves and want to live a more balanced, joyful life; clients who want to live “on purpose” and are committed to taking the steps necessary to live their dream.

In addition to a degree in communications and psychology, Michelle is a graduate of The Coaches Training Institute and a certified Franklin Covey instructor.

Her coaching focuses on helping her clients live *by design*, rather than by default. Her specialties include: Values clarification and strengths assessment, defining mission and vision, goal-setting and creating positive change, time management and organization, reducing stress and overwhelm, maintaining work/life balance, career path and transition, maximizing personal and professional success, and finding joy and experiencing peace.

Michelle is also Chief Joy-Follower at www.FollowingYourJoy.com where her life’s mission is to follow the things in life that bring her joy . . . and help others do the same. In addition to the joy of coaching, Michelle is fueled by celebrating life, classic rock concerts, Caribbean vacations, road-tripping, and spending 24/7 with her best friend and soulmate, Bill.

LifeShine®
Following Your Joy

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AUDREY THOMAS is the owner of Organized Audrey and Lean Offices.com. As a national speaker, author, and consultant she is passionate about transferring skills to others so they can learn how to become more productive and make life-lasting improvements. Audrey is a member of the American Society of Training and Development and serves as Past President of the Minnesota Chapter of National Speakers Association.

Frequently featured in national media, she has been featured in *Success Magazine*, *Better Homes & Gardens Magazine*, *Woman’s Day*, and a variety of newspapers and trade publications.

She is the author of *Buried Alive – Surviving the Avalanche of Paper and E-mail*, *Getting Organized with Microsoft Outlook* and *50 Ways to Leave Your Clutter*.

Audrey lives in Minneapolis with her salesman husband. They recently became empty nesters and have taken up ballroom dancing. Her hobbies include gardening, scrap-booking and deleting e-mails.

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